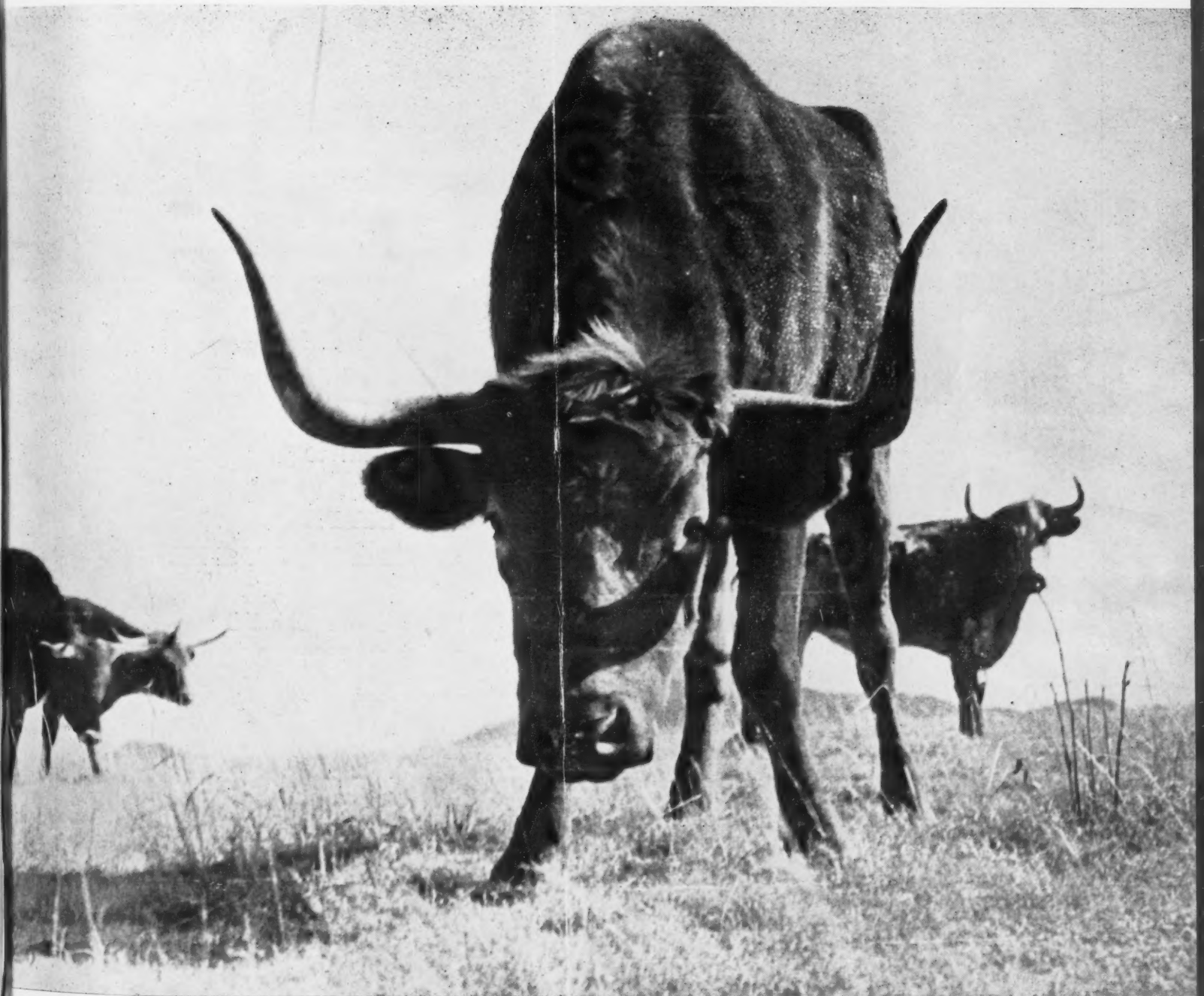


AMERICAN CATTLE PRODUCER

MARCH 1940



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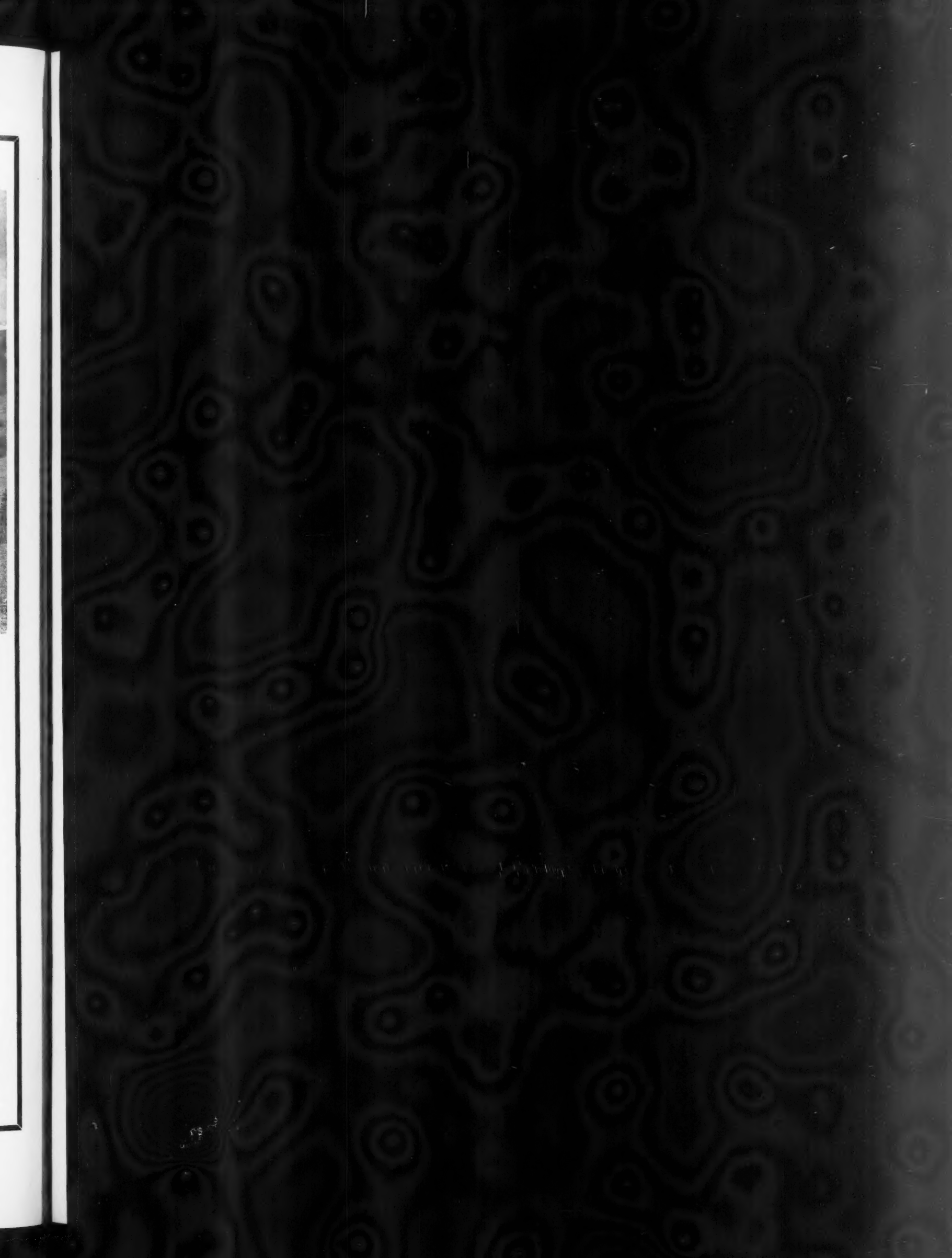
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HORSE BREEDING ON WESTERN RANCHES

By BROWNLOW WILSON

THERE ARE THREE DEFINITE plans that can be followed in breeding horses in the range country. The first is the raising of polo ponies; the second the breeding of Remounts; and the third the production of Steel Dusts. Thoroughbreds can be raised at a profit in localities where the soil conditions are ideal, such as in Kentucky where the blue-grass pastures make the most perfect habitat for blooded horses that can be imagined. They can also be raised at a profit in many other states where conditions approximate those in Kentucky. I have yet to see them produced in the West in a profitable way. I will not, therefore, go into race-horse breeding in this article.

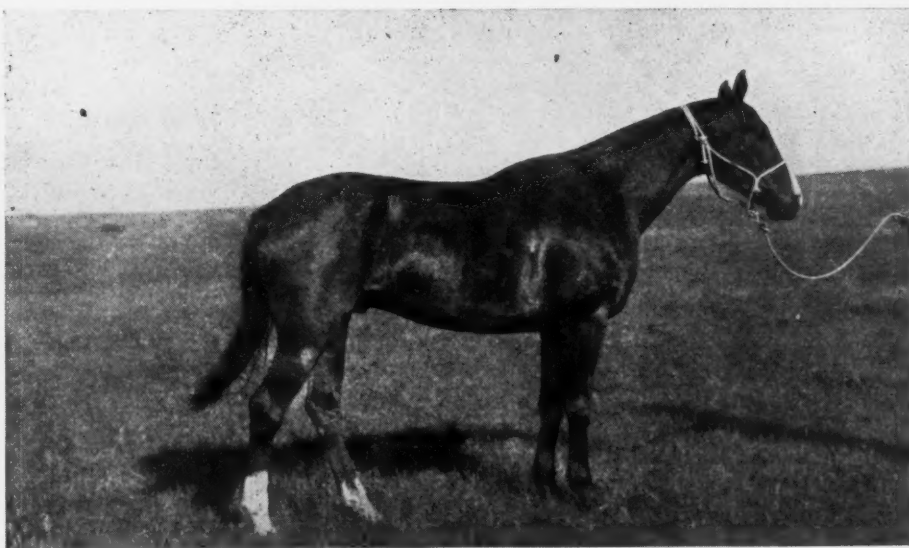
The second plan involves the raising of Remount horses, and I am going to consider it first because I believe it to be the most practical and the one which offers the best prospect for financial gain. I know that Remounts can be produced at considerable profit, as I have proved to my own satisfaction. The most intelligent way to do this is to start in with a breedy bunch of range mares, preferably half or three-quarter Thoroughbred. The main essential is to have enough cold blood in them so that they have left some of the hardihood of their Mustang progenitors. They must be able to thrive on range conditions, as they will be turned out throughout the year in all conditions, no matter what may come. No Thoroughbred horse does well if turned out to rustle for itself when the grass is brown for eight months out of each year and frequently covered with snow to boot. The main thing is to pick mares that are good keepers, able to withstand the utmost extremes among conditions. Obviously it pays to have the best bred mares that will qualify under these requirements. I have hardly ever seen a registered mare that would do well at the mercy of nature with no special care. I have never seen a stake-winning mare that could survive under such handling; and it is from stake-winners that the best race horses are

produced. If you doubt the truth of this statement, ask Mr. Estes, of the *Blood-horse* magazine.

It is possible to breed up a bunch of range mares until they are three-quarter Thoroughbreds but still retain enough of their original toughness to survive when turned out to rustle for themselves even when the mercury drops below zero and the ground is covered with snow. The best plan is to number them with a small neck brand and keep a loose-leaf book with each mare's performance. If a mare throws two crooked-legged foals, then she can be taken out of the bunch; if another produces hard-headed colts that cannot be trained properly, then she can be sold off. Within a surprisingly short time it will be possible to have a band of brood mares that only throw sound foals or at least do so 90 per cent of the time. The best method of all is to break out each mare first, breeding only those mares that show cow-sense when worked out, plus a sound action under the saddle. If this be done, it cuts the chance factor down to the minimum.

Frank Hartley, who has a horse outfit near Colmor, New Mexico, is following this breeding scheme, and I know of no better. He will not breed a mare that has not proved amenable to train and proved its worth at cow-work. If a horse can work cattle well, it can do almost anything that a polo pony or Remount will ever be called upon to do in the way of handling. After that, whether it is best adapted to stock work, polo, or army service depends on its dodging ability for the first, speed and stamina for the second, conformation and durability for the third.

If you are raising horses for the Remount service, the best plan is to use one of its many excellent stallions. Since most of its stallions are donated by racing men or bought off the track, they are often horses that have broken down on the track or those not quite well enough bred or whose racing performance does not justify their being put to stud with the idea of producing more stake-winners. The best plan is to wait until the depots have as many stallions turned in as possible and then make a trip to the nearest ones to try to find the type of stallion desired. If you can find a horse which ran for three or four years without breaking down, which proved its worth by winning stake races, and is really well bred, then you are lucky indeed. Ed Springer, of Cimarron, New Mexico, found such a one in Donnay. The



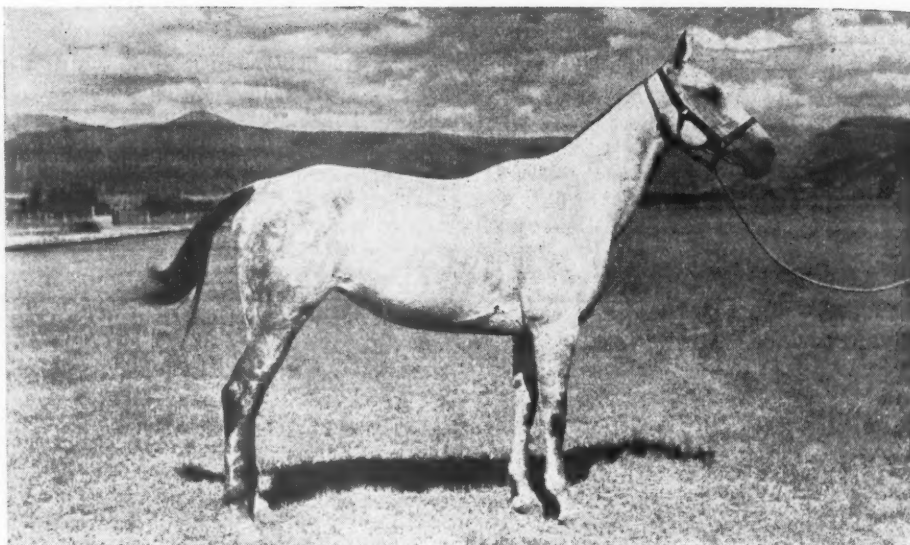
A good type of Remount. This one went to the army. It was by a Remount stallion out of a Steel Dust mare.

horse had a good racing record, being excellently bred from a line of stake-winning mares. He had proved his worth by racing for many years without once breaking down, and he was still as sound as the day he was first saddled. He had been a shy breeder, or the Remount might never have let him leave the depot. In New Mexico he proved to be a prolific sire, producing over 90 per cent of living foals on more than one occasion. It might not be possible to find a stallion with all these attributes, so the prime objective must be to get one that comes as close to the ideal as possible.

Ranches have to have horses for the effective carrying on of their everyday work. Remount horses can be bred just as easily as any other type, with the added advantage of a Thoroughbred stallion being supplied free of charge. Our plan has been to raise Remount horses and to turn them over to the cowboys to ride. No cowboy likes his top cow-ponies being taken away for sale, and, if a practice is made of selling horses out from under him indiscriminately, he will begin to lose interest in his work and eventually quit. To get around this we have made it a practice to allow the cowboys to decide which horses out of their string that they want to show to the army, and they get 10 per cent of the proceeds of the sale if their mounts are accepted. The net result of this is that almost no horses are considered too indispensable to be shown, and hardly any are held back because they are prized too much to risk losing. Curiously enough the army type horses, out of Thoroughbred stallions, seldom make the top cow-horses that the riders prize more than any amount of money. If they did, more would be held back. We have had several horses on our ranch that no amount of money could buy, because they were stock-horses with almost human intelligence and cat-like dodging ability. In every case these super cutting horses have been by Steel Dust stallions and in no single instance by a Thoroughbred stallion.

There is good money in raising horses for the Remount service. It is the most lucrative system of breeding in the range country. The army pays a good price for the animals that it buys, and the ones that it does not accept can be used on the ranch for the everyday work. The mares so produced invariably improve the brood bunch, and the army will buy a limited number of these as well. It is thus possible greatly to improve your foundation stock and at the same time make money in the process. The expense is negligible, as ranches have to have horses to carry on their work; the mares are always kept out on pasture, and only the stallion and the foals require hay during the winter months.

If you can sell five horses to the army each year, five broncos which will make better stock horses can be purchased with about one-third of the money and the other two-thirds of the money is



A proved polo mare belonging to Jack Shaffer, Oklahoma City. This would be an ideal matron from which to raise polo ponies by a Thoroughbred stallion because she has shown exceptional ability to play the game and stand up to hard use.

sheer profit. By increasing the number of mares bred, it is possible to keep enough horses out of each batch so that none need be bought. Some of them will be undersized according to army standards but will make better cow-ponies than the taller ones that do qualify. It usually pays to sell to the army every one that it will take, buying enough outside ponies for replacements for ranch work. We have been doing this for several years, and the horses that we have been buying have made much better stock-horses than the ones that were sold. The average selling price has been \$165 and the average buying price for the replacements about \$60. We could have got them for \$50, but a great many of them had been broken out. The net result of selling to the army, buying replacements, and trading off old cow-ponies for young broncos has been as follows: We now have the best remuda of cow-ponies in our district. Out of some seventy head only five are over ten years old. The cowboys are contented with good young horses to ride. We have made good money out of horse sales.

THE FIRST PLAN CALLED FOR the production of polo ponies. I have left this until now, because most of the things I have written about Remounts also apply to polo ponies. They can be produced in exactly the same way as Remounts, also with the use of government studs. If I were going to start in raising polo ponies, I believe the logical thing to do would be to buy some polo mares that had played the game and displayed the necessary speed, stamina, and sense. If such mares proved impossible to get, the scheme as practiced by Frank Hartley and described above is the next best thing. If the mares have first been broken out, then you know how they will handle. It is a simple matter to test them for speed, action,

stamina, and sense, and only those which qualify satisfactorily need be put in the brood mare herd. Again, numbering on the neck is an excellent plan, and a loose-leaf book can be kept of each mare's breeding record.

The stallion that you select must be chosen with even greater care than one selected for Remount breeding. Polo ponies must be able to go at top speed for eight minutes; Remounts are not tested for speed and stamina, but rather conformation and soundness of wind and limb are the prime essentials. The main difference between an international pony and a low-handicap mount is that the former must have the ability to go at top speed throughout a full chukkar, whereas the latter can go at top speed for six minutes, perhaps, but will require breathers in each chukkar. This is why the top polo ponies must be very close to Thoroughbred, if not entirely so. The general consensus seems to be that seven-eighths Thoroughbred is the best proportion. The Quarter Horse may be able to run with the Thoroughbred for short distances, but it cannot maintain its speed for nearly so long. Therefore choose a stallion that has a reputation as a stayer. It is much more probable that a horse which can run a mile and a half will be able to transmit stamina to his get than one that is a six-furlong horse. Modern high-goal polo is played at top speed all the time, and, since many Thoroughbreds are used, a pony must be able to keep up with them if he is to compete on level terms.

Polo ponies must be gentler than cow-ponies, because they are ridden with flat saddles and their riders are all over these saddles in making difficult shots. Therefore the youngsters must be halter-broken very carefully as yearlings and gentled at the same time. They must lose all fear of man, and once that is ac-

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complished they should break out without meanness toward men. They are usually kept up their second winter as well, to gentle some more, and are then broken out as three-year-olds. They cost more to raise than Remounts, because of this added care and extra feed. They sell best at fives and over, whereas Remounts sell at four if desired. If they are turned over to cowboys to train for two years, it is possible to sell them for \$250 or \$300 as polo prospects with no specialized training bill against them. On the other hand, they have probably cost you \$50 more to develop out, due to the added care and extra feed put into them. It is true, however, that those that do not make the grade on the polo field often sell successfully to the army, which supplies a ready market for those

per cent on each pony because of the fact that they must be turned over to the high-goal players to play before they will buy them. It is not unusual for half the ponies so tried out to be ruined in the process, after which they have no value except for hacking, etc.; so it is no wonder that their margin of profit must be large.

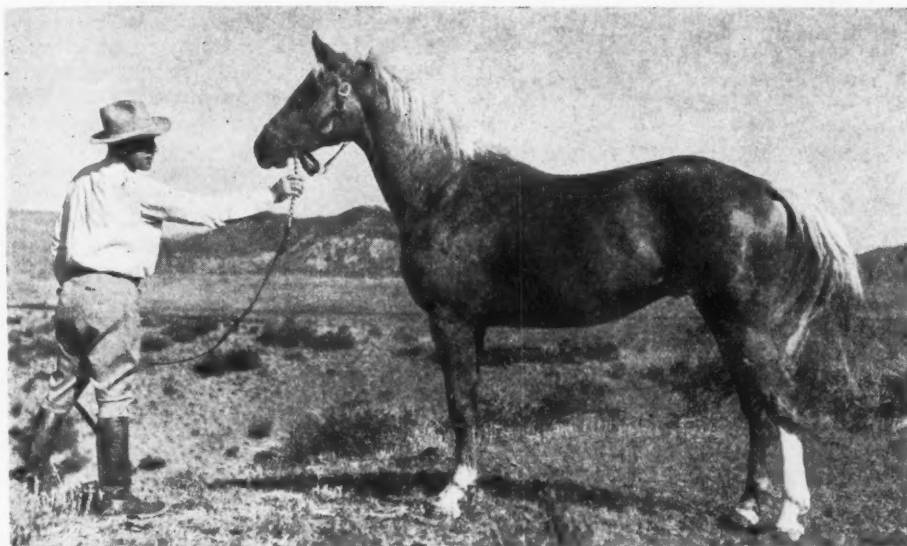
The producer may train out ten head in one year, all of which have cost him some \$250 to grow out to five years of age. He will be very lucky if he can sell four of these at \$500, and, out of the remaining six head, one or two may be spoiled or broken down and possibly two will bring \$250 or so for low-goal polo and another two may be accepted by the army. If the above proved to be the result for the year's operations, and the

two that either broke down or were spoiled could be used for stock work, and valued at \$75, then the total sales would be \$2,980 for the year, including the two animals retained, making an average of \$298, against a cost charge of \$250 per head. This is hardly a worth while profit from so large an investment. I have taken this example from the actual results of a year's sales from one polo ranch. Perhaps it was lower than usual. It would take six \$500 ponies, two \$250 ones, and two returned to the cow outfit in order to make a \$400 average, and this is higher than can generally be expected.

If I were going into the polo pony business on a cattle ranch, I would follow the first plan: Halter-break and gentle them young; turn them over to the cowboys for three years; then sell them without specialized polo training. You can turn them off as five-year-olds at a cost of approximately \$100 for feed, pasture, and gentling time. Out of ten five-year-olds in any one year you could expect to average \$300 for four head and \$165 for another four. Supposing two more were retained by the cow outfit as in the first case, then the total sales would come to \$2,010, including the two retained at \$75. The expense was, in this case, \$1,000, and the profit, \$1,010, or over 100 per cent. The profit in the first example was \$480 on the same basis, or 40 per cent of the original investment. It can readily be seen which offers the best chance of making money, taking into consideration the amount invested growing the horses out.

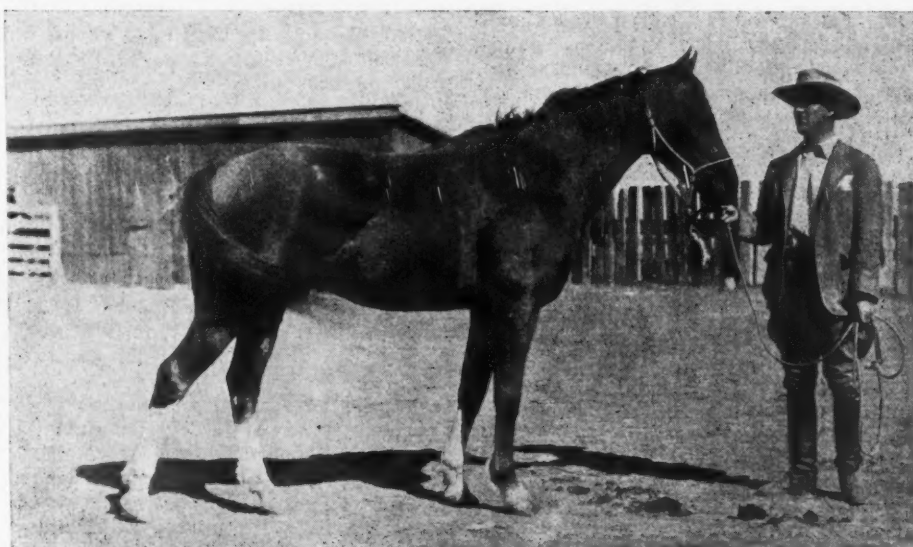
The one essential would be to hire cowboys of the right type who were good horsemen, and again I would pay them a percentage of the sales made for their skill in training and breaking the horses. In this way they will take special interest in their work, and the more the ponies bring, the more they receive in

A three-year-old Palomino stallion by Remount horse "Chimney Sweep," raised at the CS Ranch, Cimarron, New Mexico. He is a good type for ranch work and a valuable sales prospect because of his color and excellent conformation. He will get a little too tall for efficient stock use.



ponies not quite fast enough or good enough at handling to play the game.

If you aspire to break into the higher price polo pony market, it is necessary to train the prospects out and play them in practice games. This costs a great deal of money, and it is still hard to get top prices for them until they are tried out in actual play by a prospective buyer. The top goal players are so often poor horsemen with heavy hands, and many of your best ponies are spoiled through no fault of their own. One of the leading producers once told me that, if he could average \$500 on the ranch for his polo ponies that were good enough for fast polo, then he could be sure of making money. If these ponies were trained out for two years, they would probably have in them at least \$250 for raising, feeding out, and training costs. The main difficulty which is encountered is that the big dealers will not buy horses for \$500 unless they are almost ready to go in top polo without further training. They figure that they must make 100



A good type Steel Dust ranch horse. A four-year-old by a Steel Dust stallion, "Little Joe," out of a Steel Dust mare. CS raised. Close coupled, good bones. Ed Springer, CS Ranch owner, holding.

the end. The chief advantage of this plan is that you have no polo trainer to hire; you do not keep the ponies up except for the first two winters; you must have horses for the ranch work in any case, so you can really write almost all of the raising cost off, because even if you were not selling horses it would still be there. The horses need never be sold until they are five years old, and that is the age the buyers like them, because they are matured and can stand hard games right away. When you raise them the concentrated-feed way, you try to sell them as fours because they are costing you so much in feed each year.

FINALLY WE COME TO THE third scheme: the production of Steel Dusts. I will not go into the question of what constitutes a Steel Dust, or how they are conformed, because that has been done too many times before, often in these very pages. Suffice it to say that by Steel Dust I mean the modern streamlined version of the cow-pony at its best. It has a great deal more speed than its predecessor, the common Mustang, and it can maintain this speed for much longer distances than the original Steel Dust horse in Texas could. Possibly the old-timer's stock-horse could out-dodge the modern streamlined Steel Dust, but the latter can catch a calf in half the distance, and it does not take him nearly so long to head a cow that has broken out of the herd. The main essential is for the horse to be a good keeper, sound of wind and limb, and so durable that it can stand years of hard work over all kinds of country without breaking down.

The best way I know to raise Steel Dusts today is to breed up a bunch of mares in exactly the same way that I described under Remounts, as practiced by Frank Hartley. If the mares have all been broken, and all those with faulty action or lacking in cow-sense be eliminated, then you are assured of a bunch that has the best possible chance of producing sound foals that should make top cow-ponies. The mares can be bred up until they are three-quarter or seven-eighths Thoroughbreds, provided that they are still good keepers, well muscled up. Once you get a drove of brood mares that are clean limbed, short backed, somewhat wider in the chest and shorter in the neck than the Thoroughbred, with short cannon bones and really sensible heads, then you can start to look around for the perfect Steel Dust stallion; and your quest will be even harder than that encountered when searching for a Remount or polo pony stallion. It is almost like trying to find the Holy Grail.

It is a curious fact that the best cow-ponies are invariably produced by putting a Steel Dust stallion onto a bunch of near-Thoroughbred mares. If you try to put a Thoroughbred stallion onto a bunch of ideal Steel Dust mares, the resulting produce will make acceptable

(Continued on page 17)

THE BASIS FOR A THRIVING AGRICULTURE *

By DR. JOHN LEE COULTER

Former Member United States Tariff Commission



Dr. John Lee Coulter

I CAME HERE DIRECTLY FROM Washington, our national capital, where the subject of leading importance today is the movement to extend for another period of three years the act of Congress providing for the negotiation of reciprocal trade agreements. So important is the subject that the President in his annual address to the Congress on the state of the nation, after devoting one-third of his time to a discussion of foreign affairs, devoted about one-third of his time to consideration of the reciprocal trade agreements program. Only one-third of his time was left for the consideration of other topics. Because of the importance of the subject and its direct bearing upon the prosperity of agriculture (and especially the prosperity of live-stock growers) it seems appropriate that I should center my address today around that subject. I had, in fact, already drafted a much more general address in which discussion centered around all the various elements which enter into national prosperity. Now, however, it seems to me appropriate that I limit myself very largely to a discussion of this one subject.

A trade agreement, as you know, is a special kind of treaty; perhaps I should say, "a special type of commercial treaty." The dictionary says that "a treaty is an agreement between two or more nations." Presumably all treaties are reciprocal in the sense that each country makes certain pledges and con-

cessions in exchange for equivalent pledges and concessions from the other or others, as the case may be. It would seem perfectly proper, therefore, briefly to refer to "reciprocal trade agreements" as "trade treaties," since they are agreements reciprocal in nature and deal with trade.

I believe it is true that in every country treaties are negotiated by the President and members of his cabinet (with the assistance of ministers or specially appointed delegates to conferences) or by the king, emperor, dictator, or corresponding chief executive. In other words, treaties are negotiated under the immediate direction of the chief executive officer. I believe it is also true that in every country, except those run by dictators, treaties are then submitted to the Parliament or Congress or other representative body elected by the people for their approval. In our own country, provision is made in the Constitution for the negotiation of treaties by the President and for their approval by the Senate before they become binding documents.

Emergency

In 1933-34 it was believed by the President and Congress that an emergency existed which justified a departure from the usual (and constitutional) procedure. And an amendment was adopted to the Tariff Act of 1930 providing for these special trade treaties (June 12, 1934). This act authorized the President both to negotiate and proclaim these, by calling them agreements rather than treaties, without Senate approval. But the period during which agreements might be made was limited to three years, and the agreements were to be effective for a base period of three years. Three years later, however, (1936-37), it was believed that the emergency still existed or that a new one had arisen. Few agreements had been negotiated; there was little evidence of harm as a result of those negotiated; most countries were advancing more or less definitely out of the world-wide depression, so that at the request of the President the act was extended for another period of three years.

Now it is said that the emergency still exists or that a new one has arisen, and a resolution has been introduced to extend the act for another period of three years (to June 12, 1943). In the meantime, revolutions and wars have spread over many nations—in spite of the claim that trade treaties would save the world from new outbreaks of armed conflict. In the meantime, too, those engaged in agriculture, industry, and

*Address delivered at American National Live Stock Association convention, Denver, January 13.

labor in the United States have found little or no benefit has come from the trade agreements, while, on the other hand, they detect much harm. Under the circumstances, there are many who believe that since senators are employed for full-time duty and paid by the year (as are members of the Senate staff) these special treaties should be made subject to Senate approval before they are made effective, just as other treaties must have Senate approval, as provided by the Constitution, and just as treaties in other countries must first meet with parliamentary approval. If the Senate is not in session when one of these trade treaties is completed, and if it seems desirable to make it effective at a very early date, the Senate can be called into session; or the Senate can be held in session without holding Congress. This is not an uncommon procedure.

I am disposed to accept the view that, if the act providing for these trade treaties is to be extended for a period of three years, they should be made subject to Senate approval (1) unless or until the scope of these treaties is adequately delimited, (2) unless or until a measuring stick is prescribed to define concessions to be granted and to be secured, and (3) unless or until a foreign trade board has been created with detailed instructions as to the method, scope, character, etc., of carrying out the will of the people as expressed by Congress—corresponding to the Federal Reserve Board with its jurisdiction over our monetary, banking, and credit system, or the Interstate Commerce Commission, over our transportation system, etc.

Reciprocal Pacts as Peace Treaties

Much has been said during recent years as to the merit of trade treaties as in fact peace treaties. First, it was said that these trade treaties would definitely serve to maintain peace or prevent wars not only between the United States and foreign countries but even among foreign countries because of their unconditional most-favored-nation characteristics. But since the passage of the act on June 12, 1934, there have been more revolutions and wars, declared and undeclared, among foreign countries than during any recent comparable period. Certainly the United States ran the risk of becoming definitely involved in these revolutions and wars by launching trade treaty negotiations with Spain and Italy and then failing to continue to a successful conclusion; also by stepping into the very center of the European confusion by negotiating trade treaties with Czechoslovakia, Finland, and Sweden, not to mention agreements with Belgium, Netherlands, Switzerland, France, and Great Britain. It does not appear that trade treaties served to maintain world peace.

Second, much has been said to the effect that a continuation of the trade treaty program would help to restore world peace among warring countries.

Just how this is to be done in, for instance, the case of Japan, Manchukuo, and China, or in the case of Germany, Australia, Czechoslovakia and Poland, or in the case of Italy, Ethiopia, and Albania, and now in the case of Russia and Finland, or finally in the case of Germany, which is at war with France and members of the British Empire, has not been disclosed. There are many who are not able to comprehend how these trade treaties can do otherwise than increase the confusion and chaos. Third, it is argued that the trade treaty program should be carried on in order to bring order out of chaos after world peace has come. It is admitted by all that economic chaos does exist and will exist whether an early peace is restored or whether war continues until many nations have collapsed in exhaustion. But no concrete statement has been made to indicate how these trade treaties are to bring order out of chaos.

Thoughtful and conscientious national leaders, both among statesmen, educators, business leaders, and others, are disposed to believe that the trade treaty program serves no useful purpose and is in fact dangerous, while, on the other hand, they believe (a) that treaties between the United States and foreign countries should be subject to Senate approval, (b) that rules governing our foreign trade should be acted upon by Congress, just as the Neutrality Act recently was passed by Congress, and (c) that peace and order must be restored at the world peace table.

Treaties vs. Congressional Action

Since the emergency feature of these trade treaties is no longer tenable and since in fact they are not peace treaties, did not prevent wars, cannot stop wars, and cannot take the place of a world peace treaty after wars have ceased, we may look at them for what they really are.

These trade treaties are in fact a piecemeal revision of the tariff by executive action. The whole program was and is a device to take tariff making away from the legislative body—the Congress of the United States—and center it in not a foreign trade board or a bipartisan commission but in the hands of the president and a member of his cabinet particularly concerned with international diplomacy. Thus the new program becomes in fact a new type of dollar diplomacy. Foreign countries are promised all manner of special advantages in the markets of the United States in return for agreeing to suggestions from the United States as to how these foreign countries should conduct their own affairs. It is a form of interference in the conduct of foreign business which may very well in the long run involve the United States in all manner of difficulty.

A Few Tariff Facts

Embargo vs. Free Trade.—There are no isolationists in the United States and no free traders; at least there are as few

in each group as Communists on the one hand and Fascists on the other. Of course, these few extreme isolationists and free traders are noisy and must be watched. But probably more than 90 per cent of us are for something far less than embargo, on the one hand, but far more than free trade, on the other. That we are not isolationists is shown by the fact that whereas 100 years ago only 5 per cent of our imports was on the free list, ninety years ago 15 per cent was on the free list, sixty-five years ago 25 per cent was on the free list, forty years ago (1900) about 50 per cent was on the free list, and now from 60 to 70 per cent is on the free list. Our goal is not isolation but the highest possible standards of living and the greatest possible prosperity for all—producer and consumer, city and country, North, South, East, and West.

High Tariff Did Not Cause Depression and Low Tariff Will Not Restore Prosperity.—The tariff acts since the World War (acts of 1921, 1922, and 1930) averaged considerably lower than the average rates of duty in tariff acts for fifty years before the World War. I refer you to the table on page 443 of the latest "Statistical Abstract of the United States," issued May 1, 1939, by the Department of Commerce. In other words, recent protective tariff acts did not set a new high level of tariff rates. They revised the low Tariff Act of 1913 by restoring a tariff level somewhat lower than the average of tariff acts maintained for a period of fifty years before the outbreak of the World War.

Collapse in Foreign Trade 1929-1932 Was Not Related to Tariff Acts in This Country or Foreign Countries.—We in the United States are all familiar with the fact that the value of imports into the United States decreased fully two-thirds between 1929 and the bottom of the world depression. Since this decrease took place at about the same time as the passage of the Tariff Act of 1930, it is not surprising that many uninformed persons or others with special motives to promote should place the blame squarely upon the passage of the tariff act. But closer analysis discloses first that two-thirds of our imports were already on the free-list and were left on the free-list, and, second, that the decrease in value of imports on the free-list was exactly at the same rate as decrease in value of dutiable imports. Third, it should be added that value of exports to all foreign countries fell to exactly the same rate, and yet we do not immediately blame that upon tariff acts by all foreign countries.

Frequent reference is made to the fact that the recent depression was world-wide in its extent. But here we usually stop. Let us, however, examine world foreign trade figures. Imports into all nations in the world—109 countries—averaged slightly more than \$33,000,000,000 annually during the five-year period 1925-29. Then world imports started down, in response to a world-

wide collapse in prices, especially of raw materials such as rubber, sugar, coffee, silk, tin, and many others. By 1930, before the passage of our tariff act, world imports had fallen below \$29,000,000,000—a decrease of nearly \$7,000,000,000. By 1931, world imports had fallen to \$21,000,000,000—another decrease of nearly \$8,000,000,000. By 1932, world imports had fallen to less than \$14,000,000,000—another decrease of about \$7,000,000,000. World imports decreased slightly again in 1933 and 1934. The combined reduction in value of world imports into 109 countries represents a decrease of about 66½ per cent between 1929 and 1932. In other words, the decrease in the world as a whole was almost exactly the same as the decrease in the United States.

What has been said with reference to the falling off in value of imports applies equally with reference to value of exports.

Just as the Tariff Act of 1930 had no measurable relationship to the world-wide decline in imports and exports, so, too, the so-called Reciprocal Trade Agreements Act had no relationship to the recovery. Imports into the United States had fallen to \$1,323,000,000 by 1932 but again had increased to \$2,047,000,000 by 1935. This was an increase of \$725,000,000, or considerably more than 50 per cent, before any important trade agreements had been negotiated. Indeed, the only agreements completed before January 1, 1936, were those with Cuba, Belgium, Haiti, and Sweden. Without going into detail, it is enough to add that the value of exports likewise increased almost \$700,000,000 between 1932 and 1935. Also, without going into detail, it is enough to note that world imports and exports had likewise definitely started to increase before the passage of the Trade Agreements Act in the United States.

Present Expansion of Exports Not Due to Foreign Concessions in Reciprocal Trade Agreements.—But it is pointed out by proponents of the trade agreements program that actually exports from the United States have increased from \$2,133,414,000 in 1934 when the trade treaty act was passed to \$3,094,095,000 in 1938 and that preliminary estimates of exports for 1939 are almost exactly the same. In other words, the dollar value of exports has actually increased about 45 per cent since 1934. This they wish to attribute to the trade treaty act. It does seem, therefore, desirable to examine the claim. First, it seems desirable to exclude exports to the countries engaged in wars and revolutions during the five-year period in question. Japan and China, including Manchukuo, Hong Kong, and Shantung, have been in a chaotic condition. The same applies to Italy, including Ethiopia and Albania. The same also applies to Spain and Germany, including Austria and Czechoslovakia. Our exports to these unfortunate countries have actually fallen off since 1934 a total of \$26,037,-

000. When exports to these countries are excluded, it appears that exports to all other countries actually increased 60 per cent rather than 45 per cent already noted. We may now properly divide these exports between "exports to trade-agreement countries" and "exports to other, non-trade agreement countries." I shall not burden you with the detailed figures but shall be glad to furnish them to anyone on request, taken from the official government reports. Strangely enough, they show that the increase in exports to trade agreement countries was 61 per cent and to the non-trade agreement countries likewise it was almost exactly 60 per cent. Thus, from the government statistics it appears that, first, the increase in our exports not only took place before any important trade agreements were negotiated as a part of world-wide recovery, preparation for war, etc., but, second, that our export trade increased as much to the non-trade agreement countries, excluding those at war, as to the trade agreement countries. Incidentally, the third point may be made to the effect that world imports and exports among all of the 109 other countries likewise gained at approximately the same rate.

Agreements Damaging Agriculture

There would be little value in this discussion merely in showing that trade agreements have accomplished no useful purpose. By far the more important subject is with reference to possible harm that may have been done. On this point it is enough to say that a recent investigation disclosed that, whereas the quantity of all imports into the United States increased as a part of the general recovery extending between 1934 and 1937 by 52 per cent, the increase in quantity of commodities on which tariff reductions were made in reciprocal trade agreements increased 123 per cent. From this it would appear very definitely that concessions granted in trade agreements greatly stimulated the volume of imports. The same investigation disclosed that, whereas prices in general advanced about 20 per cent between 1934 and 1937, prices of commodities on which tariff reductions were made decreased about 10 per cent (9.9 per cent). Thus it appears that concessions made by the United States have had the following general results:

1. They have served to force farm prices down or to prevent them from rising, or at least to slow down the advance which was taking place. On this point, they have gone directly contrary to efforts being made to improve the price level.
2. They have displaced farm products in the American market by encouraging an increase in the quantity of imports.
3. They have displaced factory products in many cases, thus causing unemployment and hurting the farm market by lowering the purchasing power of factory wage earners.
4. They have been a factor in holding

down factory pay rolls because of the more severe competition from foreign products, thus lowering labor's purchasing power and interfering with development of a profitable market in the United States for the products of the farm.

If time permitted, I could cite you great numbers of individual cases where these different injurious effects are clearly evident. I shall be glad to do so by correspondence if any of you desire more in detail.

Extent of Tariff Revision

I am asked day after day to give facts and figures concerning the extent to which tariff revision has been carried thus far. Permit me to cite just a few facts. A report just released by the Tariff Commission indicates that in 1937 imports of all commodities subject to duty were valued at \$1,442,000,000. Rates of duty have been reduced on commodities whose import value was \$815,000,000. Thus, rates of duty have been reduced on 42 per cent of all dutiable imports. Perhaps I should say in passing that this applies equally to agricultural and non-agricultural items. In fact, rates of duty have been lowered on 47 per cent of all dutiable agricultural imports, including articles made from agricultural raw materials, while reductions have been made on only 30 per cent of strictly non-agricultural dutiable imports. There are about 2,500 commodities subject to tariff duties. Already reductions have been made on about 1,100 of these items, or, again, about 42 per cent of all import commodities. On the other hand, although the law authorizes increase or decrease not to exceed 50 per cent in any case, it is significant that thus far no increases have been granted. In other words, this is a broad general downward revision of the tariff act by the Executive Department charged primarily with the responsibility of maintaining friendly relations with foreign countries and not especially concerned with "keeping the home fires burning." As already noted, the law permits increases or reductions not to exceed 50 per cent. The question arises as to the extent to which reductions have been carried. A recent official report from the Tariff Commission discloses that up to date reductions have averaged 38 per cent. In other words, the average rate of duty has been cut considerably more than one-third. As already noted, reductions in the case of agricultural commodities have been equal to or greater than in the case of non-agricultural. While the reduction on all items has averaged 38 per cent, the reduction on agricultural items has averaged 40 per cent, while the reduction on non-agricultural items has averaged only 35 per cent.

"Hurt Only a Little"

In defending reductions, especially on agricultural products, proponents of trade agreements program have made much

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of the fact that rate reductions have been relatively small and that in many cases tariff quotas have been established. Many addresses have been made claiming that the increase in imports amounts to only a trickle. This goes directly contrary to the well-known fact that "just a little bit less than enough rain is a drought and spells disaster," or again, "just a little bit more than enough rain is a flood and spells disaster." It is because the Mississippi River gets one foot or two feet out of its banks that hundreds of millions of dollars of public money have been spent to control the flow. Scores of other illustrations could be given. The national government under AAA moves into a community and buys "just a little" to give away for relief "in order to raise the price to farmers." It would seem that if taking just a little out of the bucket will keep it from overflowing, then adding just a little to the bucket will make it overflow. And so it is that the tariff program has lowered or held down prices to farmers and displaced farmers in the American market, thus leaving more natural resources idle and lowering the purchasing power of agriculture for industrial products, thus leading to more unemployment.

Methods of Conducting Negotiations

Much is said during the current debate with reference to methods of negotiating reciprocal trade agreements compared with methods of tariff revision by Congress. Proponents of trade treaties stress the fact that "they provide for public hearings." Having presided at a dozen of these public hearings, I can bring witness to the fact that they do not compare with public hearings conducted by the Ways and Means Committee of the House of Representatives or the Finance Committee of the Senate. But far more important than this is the fact that after the public hearings, when Congress revises the tariff, there is open and extended public debate. All this is secret under the trade treaty program. The public is kept absolutely in the dark. If there is logrolling, as claimed, in either the House of Representatives or the Senate, it is in public view and in response to the demand of the people who make up the total citizenship of America. The logrolling which is carried on by those negotiating trade agreements, such as the public decision to withdraw copper in connection with the agreement with Chile or the decision to discontinue negotiations with Argentina—until after the Trade Agreements Act has been extended and after the elections have been held—is far more undesirable than logrolling before the public gaze.

Perhaps the greatest difference between tariff revision by Congress and by the President with the aid of the State Department is the fact that Congress attempts to arrive at "difference in cost of production in the case of competing commodities between the United

States and the principal foreign supplier." Decision is based upon the judgment of 500 members of Congress elected by the people of the country. In the case of trade treaties, the President and Secretary of State make the decision, influenced by their desire "to appease foreign countries" or "to demonstrate that we are good neighbors" or "in an attempt to influence foreign countries in the method which they have chosen to pursue in regulating their own foreign trade."

New Title to Trade Treaty Act

If the act authorizing reciprocal trade agreements is extended for another three years, there are many who believe that the title should be changed to read "an act to bring about longer hours of labor in the United States, to force a lowering of wages, to bring about lower prices for farm products, to retire farm land from production, to increase the dependence of the people of this country upon foreign sources for their everyday requirements, to make it impossible for farmers to pay their interest, mortgages, taxes, freight rates, and other overhead burdens, and for other purposes."

Revenue

The tariff act is a revenue measure as well as a measure to regulate the foreign trade of the United States. In 1929 the tariff act produced \$580,976,000 of revenue. By 1938 this was down to only \$293,070,000—a decrease of almost \$300,000,000. Part of the decrease, it is true, is due to the fact that prices of imports are much lower than they were in 1929. Thus, if a given commodity was valued at \$100 in 1929 and if the tariff rate were 40 per cent, the revenue would be \$40. If the same commodity at the present time is valued at \$60 and the rate of duty remains the same or 40 per cent, the revenue is only \$24. In this case the mere falling off in price of imported commodities called for a loss of \$16 in revenue. Then, too, a small part of the decrease is due to the fact that the quantity of imports is slightly lower, although it is well to note here that the quantity of imports in 1937 was exactly the same as the quantity in 1929. In other words, the number of tons, pounds, bushels, bales, barrels, gallons, etc., imported in 1937 added up to exactly the same as the number imported in 1929, so that quantity of imports is not the important factor in the lowering of government revenue. The big factor in lowering government revenue has been the reduction in rates of duty on imported commodities under the reciprocal trade agreements program. A recent study by the United States Tariff Commission discloses that the lower rates of duty on trade agreements thus far negotiated would produce \$113,000,000 less of revenue than the rates in effect before the passage of the act. Here then we have the national government deliberately sacrificing an important source of revenue at the same time that other serious

effects upon domestic agriculture, industry, and labor result.

Conclusions

This brief address would not be complete without at least some indication of what recommendations might be made in view of the present move to extend the trade agreements program for another period of three years. Very briefly, I believe that the facts already presented justify the following suggestions: Trade treaties are a special form of commercial treaties and the President and his cabinet must necessarily be authorized to negotiate both general and special trade treaties. But, first, all of these trade treaties should be subject to Senate approval. I also firmly believe that, since the whole question of revenue and of protection to domestic economic life is involved, these should be subject to approval by the House of Representatives as well, even though they do deal quite directly with foreign relations.

My next suggestion is that the trade treaties should be bilateral in character, in the sense that they should be "conditional most-favored-nation treaties" rather than "unconditional." In other words, concessions granted in trade treaties to a given country with which negotiations are carried on should not be extended to all other countries unconditionally, unless they in turn enter into agreements carrying equivalent concessions to the United States.

A third suggestion is that the greatest need at the present time is to establish a measuring stick or a rule setting forth the basis for changes in rates of duty, etc. The rule of Congress which attempts to measure differences in cost in production and differences in living standards seems to me to be far more preferable than the present point of view which is largely to appease foreign countries by making concessions which are damaging to our own economic life.

My fourth suggestion is that, in so far as trade concessions are provided for under authority granted by Congress, they should be subject to a federal foreign trade board rather than to any one member of the cabinet or other official.

Perhaps this is far enough to indicate the character of the problem which is receiving such widespread consideration in Congress and throughout the country. I appreciate the opportunity to visit with your organization and to discuss this subject with you. All figures which I have used in this address are taken from government reports and are the very latest and most accurate available. There are many phases of the subject which time did not permit me to discuss, such as currency depreciation, gold movements, international exchange, foreign quota controlling systems, foreign exchange control arrangements, etc. I shall be glad to supplement this address by further correspondence with any who may desire to go into the subject more in detail.

CONTROL OF DISEASES IN LIVE STOCK*

By DR. W. J. BUTLER

Montana State Veterinary Surgeon

DISEASE IS LIKE A HORSE thief. It works under cover. You can see the horse thief or the cow thief with the naked eye when you catch up with him. Unfortunately, in the case of most organisms which cause disease, you cannot see them with the naked eye.

In the past, we have been prone to accept disease as a visitation which we could not prevent. This is not the case. In most instances infectious-contagious diseases may be prevented. In many cases an outbreak of an infectious-contagious disease is due to carelessness or mismanagement. This does not mean that we will ever be able completely to eradicate or prevent all diseases.

Life ever has been a question of the survival of the fittest. That applies to bacteria as well as to animal life. Occasionally infectious disease will creep out at the most unexpected places; but, through proper preventive measures, that disease may be controlled or eradicated. If it gets away from us, in nine cases out of ten somebody has blundered.

The finest disease control organization in the world cannot succeed without the aid of the stockman. In the past, as stockmen, we have paid more attention to horse thieves and cattle thieves than we have to disease. In the case of a horse thief, we have to locate his hangout and we have to know how he works in order to catch him. This also applies to disease. We have to know what causes diseases and how they are spread in order effectually to eradicate and control them. That is where the trained veterinarian and the live-stock sanitary official step in.

More Havoc than Thieves

Horse and cattle thieves are a menace to the live-stock industry, but there are two or three diseases which, if they ever become established in this country, would play greater havoc with the live-stock industry than all the horse thieves and cattle thieves that ever operated. Take, for instance, foot-and-mouth disease. If it once became established in this country, the profitable raising of live stock in the infected area would be a thing of the past for many years to come. Eventually we might find a way to control it other than by the slaughter method, but I doubt if either you or I would be here to participate in that method of control. In all the articles you read about Germany's economic situation you seldom if ever hear of foot-and-mouth disease. Yet foot-and-mouth



Dr. W. J. Butler

disease is one of the principal causes for Germany's economic plight. It has become established in that country, and the economic loss that it causes is enormous.

I saw foot-and-mouth disease in Germany the year before last in the zoölogical gardens. I saw it on dairy farms, and I saw evidence of the disease at abattoirs. We cannot afford to take any chances and have unsterilized meat or meat products imported into the United States from any country where foot-and-mouth disease exists. I do not know of a live-stock sanitary official in this country or in Canada who does not view with alarm the menace of foot-and-mouth disease.

Cordell Hull is probably the most respected official in the public life today, and his sincerity is beyond doubt; yet, in furthering trade agreements with countries where this disease exists, he may be menacing the economic welfare not only of the live-stock industry but of the United States. It is unfortunate that there are apparently no statesmen or public officials closely in touch with Cordell Hull who are conversant with the ravages that may occur from foot-and-mouth disease. Every effort should be made to acquaint those who are in favor of trade pacts with the menace of this disease.

It has been said that the provision which now prohibits the importation of unsterilized meat and meat products from countries where foot-and-mouth

disease exists was placed into the law from a selfish standpoint in order to prevent competition with our home-grown products. That is not the case. The present statute was incorporated into the laws of the United States by western senators as a sanitary safeguard. That sanitary safeguard must remain upon our statutes in order to minimize the danger of the importation of this most devastating disease.

The American National Live Stock Association and its secretary and the various western state stock growers' associations have done an outstanding work in preventing trade pacts that would increase the hazard of foot-and-mouth disease importation.

Control Becomes Harder

The control of live-stock diseases grows more difficult each year with an ever-increasing population and with an ever-increasing means for the spread of disease through rapid transportation. Trucks, automobiles, and aeroplanes are all new avenues for the spread of disease.

Stockmen must take more interest in disease control problems. They must take a more definite interest in the establishment of live-stock sanitary boards. They must get behind disease control and they must become part and parcel of the various live-stock sanitary boards. In the West, we believe that these boards should be made up principally of stockmen, with trained veterinarians in direct control of disease problems. In a number of states the control of live-stock diseases has been placed under the jurisdiction of departments of agriculture. In most instances departments of agriculture are more interested in farming than they are in the live-stock industry. Those who are most interested in the control of live-stock diseases should have more to say relative to disease control problems.

The personnel of a live-stock sanitary board should not be dependent upon political affiliations but should be dependent upon personal ability and sincerity of purpose. Until such time as the stockmen take a more decided interest in the personnel of their live-stock sanitary board and disease control officials, unfortunate misunderstandings will arise.

Practical Control of Bang's

Much has been said of late relative to Bang's disease. There should be no misunderstanding regarding Bang's disease control. This disease where it exists causes a very severe economic loss. It can be controlled by practical methods in beef herds without continued or serious loss. When a Bang's disease explosion occurs in the winter months, it may be impossible to stop actual abortions. However, through practical methods, the disease may be controlled and eventually eradicated without continued loss.

*Address before American National Live Stock Association convention, Denver, January 11-13.

In dairy sections, the policy of blood testing with the slaughter of reactors has been inaugurated. I am quite safe in saying that this method of control was inaugurated at the request of the dairy interests. There is no question but that in many sections this method may succeed and in the majority of cases be acceptable to the interested dairymen, especially when indemnity is paid by the federal government and the state participating. However, in the case of range or semi-range cattle, this method is not in the majority of cases the most practical or the most economic for the control of the disease.

Bang's disease is a subtle disease. It attacks not only cattle but swine, horses, goats, and man and occasionally dogs, cats, and rats. It has been reported in sheep in foreign countries. The disease itself seldom causes the death of the maternal animal. If death of the maternal animal does occur, it is not due primarily to the Bang's organism, but to some secondary invader. The disease is usually spread by the intake of contaminated feed by a susceptible animal. The discharges that are associated with abortion or the calving of an infected animal literally teem with billions of Bang's organisms. This contamination gets onto the feed and a susceptible animal eating that feed takes in the infection. Occasionally infection is taken in through the eye and in a comparatively small number of cases may be spread by an infected bull. Under range and semi-range conditions, the spread of the disease on the open range is comparatively negligible. That is one reason why range cattle in the Southwest are seldom affected with Bang's disease.

Organism Hardy

The organism is quite hardy and will live in pastures when covered by manure or within the carcass of an aborted calf for six months or more. The period of incubation may be 200 days or more. By the period of incubation we mean the time that elapses between the time infection enters the body and the time when that animal shows a blood reaction or other evidences of the disease. Two hundred days, of course, is the exception, but nevertheless it has been demonstrated that the period of incubation may be 200 days or more. With these facts in mind, we readily see the fallacy of continued testing of beef cattle at thirty-day intervals and of testing beef cattle during the spring months.

When Bang's disease exists in beef cattle in the northern states, the majority of abortions occur along in February or somewhere around seven months after pregnancy takes place. This is the time when the disease is most commonly spread, due to the hay which has been thrown on the ground becoming contaminated with the discharges from aborting and infected animals.

Cattle that contract the disease at this time in a number of cases will fail to give a positive reaction to the blood test when tested during the spring months, due to the variable or extended period of incubation of Bang's disease.

It is this variable period of incubation that makes necessary the repeated testing of dairy cattle or other cattle that are bred indiscriminately throughout the year. In such cattle it is seldom if ever that we can eliminate the disease by one test and segregation or slaughter of reactors.

For the same reason, as well as for other reasons associated with good herd management, the blood testing of range and semi-range beef animals during the spring months is not a sound practice in the great majority of cases.

Range Blood Testing Unnecessary

The repeated blood testing of range and semi-range cattle at frequent intervals is not only economically impossible during the grazing period but is unnecessary.

I believe in blood testing. It is the most practical method we have for demonstrating the disease; but, in the case of beef cattle, I believe in testing at the proper time, and that is in the fall of the year. In Montana we have demonstrated beyond any question of doubt that Bang's disease can be eradicated by proper herd management, even without resorting to blood testing. Nevertheless, we are convinced that blood testing in the fall of the year, with the shipment of reactors to market when they are fat, is a safe and sound economic procedure. To the stock grower who is producing beef, a cow is seldom of any more value to him than when it is fat, and especially so if it is infected with Bang's disease, and our cows are generally fat in the fall of the year. It is not a difficult procedure to test cattle in the fall of the year when they are gathered and to cut out reactors and ship them to market along with the steer herd.

Much has been said, of late, relative to the bovine abortion vaccine, originally discovered and established by the Bureau of Animal Industry. A number of authorities declare that bovine abortion vaccine is still in the experimental stage. As a matter of fact, all vaccines are still in the experimental stage and probably will be for all time to come. It is difficult to conceive of the perfect vaccine. Hardly a year goes by but what some old-time vaccine is improved. We know that the blackleg vaccine of today is as far ahead of the old-time vaccine as sunlight is from moonlight.

Vaccine 90 Per Cent Efficient

I discount the statement that bovine abortion vaccine is still in the experimental stage. Granted that it is, nevertheless it is the best vaccine that we have for preventing Bang's disease, and if it is properly used it will not produce Bang's disease as such, and the

vaccinated animals will not spread the disease to other animals. Experimental work by the Bureau of Animal Industry and various states has demonstrated to the satisfaction of many observers that vaccination confers immunity on at least 90 per cent of the calves vaccinated.

We do not at this time recommend the indiscriminate use of bovine abortion vaccine. We do unhesitatingly recommend its use in calves between the ages of four and eight months which are held for breeding purposes in herds where Bang's disease exists or where the animals will be exposed to Bang's disease.

Good herd management, in our belief, limits the breeding season in beef cattle being operated under range and semi-range conditions to not more than sixty days wherever possible. We also believe that such management also will not permit the breeding of cows until at least sixty days after they have calved. We realize there is a decided controversy as to whether or not yearling heifers should be bred. We are not going to raise that question, other than to state that we believe it desirable, from a sanitary standpoint, not to breed yearling heifers under most range and semi-range conditions.

The recommendations that the Montana Live Stock Sanitary Board and the Montana Veterinary Research Laboratory suggest for the control of Bang's disease are, briefly:

1. That all cows, where Bang's disease exists or is suspected to exist, be tested in the fall three or four months after the last calf is born; that cows reacting with a complete agglutination of 1-50 be culled from the herd and shipped for slaughter; that one or more tests be made at intervals of one year.
2. That the breeding season be limited to not more than sixty days if possible. This, we believe, is recognized as a good practice from a production standpoint as well as for disease control.
3. As an aid in maintaining a clean herd, that calves of from four to eight months of age be vaccinated which are held for breeding purposes.
4. That bulls be blood tested for Bang's disease in the spring of the year, after they have been out of breeding operations for three or four months, so as to eliminate the turning out of an infected bull with the breeding herd.

REQUESTS BAI BRANCH

In a resolution adopted at the Intermountain Live Stock Sanitary Association, meeting in Salt Lake City January 8 to 10, the Bureau of Animal Industry was asked to create a district office to include the intermountain states. The resolution suggested that a bureau veterinarian be put in charge—one that is well trained in control of sheep diseases and parasitic infestation.

ASSOCIATION ACTIVITIES

ELBERT COUNTY LIVE STOCK Association members were entertained and instructed on February 17 at their annual meeting by a cattleman-sheepman quiz sponsored by Association President Elmer Mourning and by talks of Warden Roy Best, of the Colorado State Penitentiary; J. J. Drinkard, commissionman in Denver; E. C. Allen, of the Colorado State Agricultural College; David Rice, county extension agent; Lawrence F. Mollin, assistant secretary of the American National Live Stock Association; and Willard Simms, associate editor of the *Denver Record Stockman*. Resolutions adopted at the meeting opposed extension of the reciprocal trade act and called for senate ratification of pacts, should the law be extended; urged state legislature to amend the "law relating to the construction and supervision of dams in Colorado to provide for the extension of the height to which small dams may be built without approval and filing in the office of the state engineer to fifteen feet, provided that the reservoir shall not have a storage capacity of more than twenty acre feet;" and asked for a law specifying "that well-marked gates be sufficient with not other posting necessary."

MEETING ON BRUSH BURNING

For the purpose of discussing a resolution of the California Cattlemen's As-

sociation in respect to extension of Forest Service watershed research to range problems in areas where beneficial effects of fire could be studied, a meeting of representatives of the two statewide cattle and sheepmen's organizations and the Forest Service was held in San Francisco the first part of February. A future meeting for the purpose of locating certain areas for field study was arranged.

TEXANS OPPOSE PACTS

Directors of the Texas and Southwestern Cattle Raisers' Association, Inc., meeting in Ft. Worth January 26 adopted resolutions urging Congress to restore the Farm Credit Administration "to its status as an independent agency immediately," and endorsing legislation that would require ratification of trade agreements by the Senate.

JUNIOR ASSOCIATION ORGANIZED

Organized recently at Prescott, Arizona, was the Junior Yavapai Cattle Growers' Association. Officers are Carl Koontz, president; Marion Perkins, vice-president; and Betty Lou Aiken, secretary-treasurer. The organization took place at a meeting of the Yavapai Cattle Growers' Association at which Clifford Koontz was named president; Earl Evans, vice-president for the western side of the county; and Mrs. Cort Carter, chairman of the women's division of the western side. The Yavapai Cattle

Growers' Association, which instituted the "give-a-calf plan," has contributed \$1,000 to the American National Live Stock Association in each year of the past seven. The Arizona state association, too, is evincing an interest in the subject of a junior organization. Mrs. Keith commented on this subject in one of her bulletins prior to the state association's convention at Nogales: "We don't want to 'start' anything to mar the harmony in your home, but on behalf of the boys and girls in your family we'd like to say that a week spent at the convention and the show will be worth more to them than that much school. There is a lot of education outside of school books. . . . We are putting in a plea for the boys and girls who are old enough to be interested in your business, which is their business, too, and which some day you'll be turning over to them. . . . A junior state cattle association sounds like a fine thing."

MINERS OPPOSE PACTS

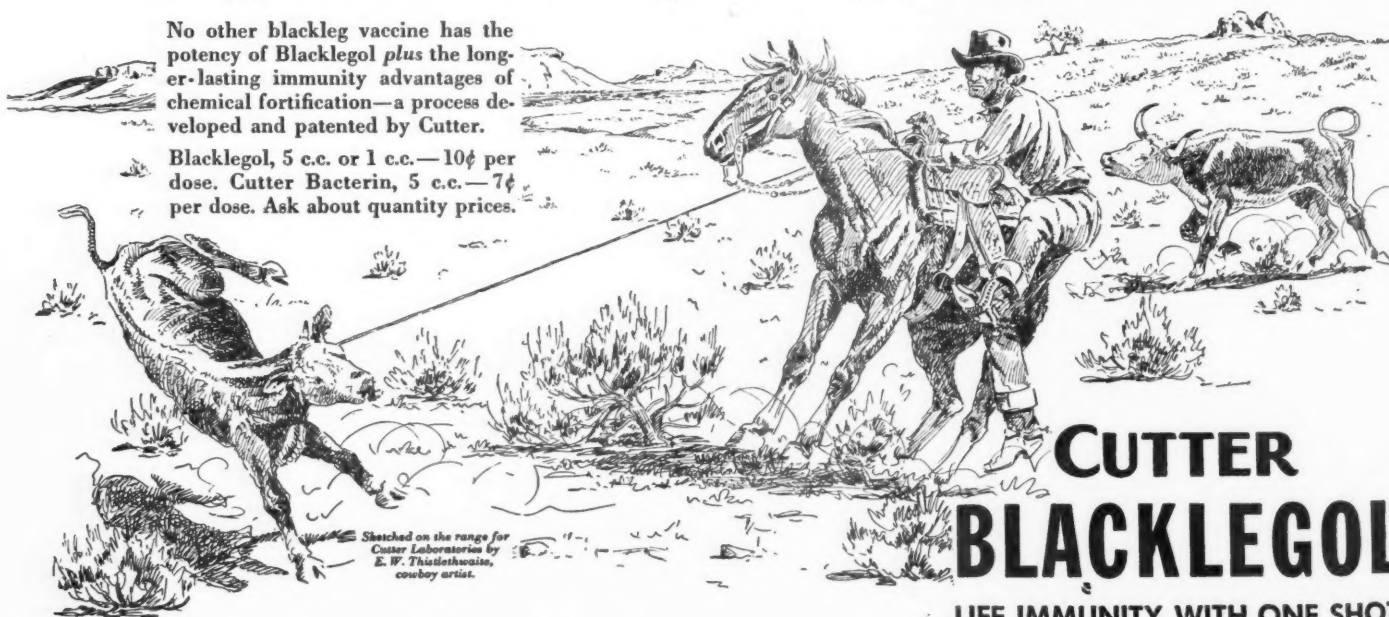
The American Mining Congress, assembled in annual meeting January 18, adopted a resolution stating that "We do not favor the extension of the Reciprocal Trade Agreements Act unless it is amended to eliminate certain defects." The resolution set forth that "gratuitous extension of concessions to nearly all countries have been made . . . the trade agreements committee has not given

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each commodity the careful and expert consideration it deserved . . . administrators of the act have not applied the treaty provisions permitting modifications where such rates are seriously altered . . . the act has not demonstrated a feasible method to provide tariff increases when necessitated by changed domestic conditions . . . and the agreements are, in fact, treaties and should be ratified by the Senate."

ARKANSAS VALLEY GROUP MEETS

Resolutions passed by the Arkansas Valley Stock Feeders' Association called for economy in government; opposed extension of reciprocal trade act and asked that the act provide for Senate ratification if extended; favored bill suspending importation of agricultural commodities during domestic low-price periods; favored increase in per-car levy for the National Live Stock and Meat Board; opposed modification of embargo against foot-and-mouth disease; favored national animal-theft law; requested clarification of Wages and Hours Act to provide for fair exemption period for packers during peak periods; opposed certain parts of Wheeler-Lea railroad bills; requested that vehicle owner in transporting own goods be exempt from regulations; urged that free flow of farm products across state lines be maintained; opposed packer feeding of lambs; opposed packer lamb purchases at fixed price regardless of quality; opposed one-sixth mill levy on sheep and goats other than those in

feed-lots; appreciated help of Denver Chamber of Commerce in advertising lamb. Speakers at the meeting included J. A. Gillies, general manager of the Atchison, Topeka and Santa Fe Railway, Amarillo, Texas; John H. Moninger, of the Institute of American Meat Packers, Chicago; Fred Olander, National Live Stock Commission Company, Kansas City; Rufus Goss, Manhattan, Kansas; and Lawrence F. Mollin, assistant secretary of the American National Live Stock Association.

NATION'S SHEEP GROWERS HOLD MEETING AT CASPER

C. B. WARDLAW, OF DEL RIO, Texas, was named to head the National Wool Growers' Association at that organization's convention in Casper, Wyoming, in late January. Mr. Wardlaw was formerly president of the Texas Sheep and Goat Raisers' Association and succeeds R. C. Rich, of Burley, Idaho. Vice-presidents chosen include Sylvan J. Pauly, Deerlodge, Montana; T. J. Drumheller, Walla Walla, Washington; and G. N. Winder, Craig, Colorado. F. R. Marshall, of Salt Lake City, was re-named secretary-treasurer. Spokane, Washington, was chosen as the 1941 convention city.

Resolutions adopted included opposition to the reciprocal trade program unless treaties are ratified by the Senate and opposition to the importation of

meat and meat products from countries where foot-and-mouth disease exists.

The woolmen also made a request for wool fabric labeling legislation.

On the subject of transportation legislation resolutions were adopted opposing placing steamship freight rates under the ICC; asking elimination of the 5 per cent increase in railroad freight rates; opposing proposed increase in feeder live-stock rates; expressing favor for through-routing of shipments; opposing legislation placing limitation on length of freight trains. It was requested that producers have a hearing in reference to the Wheeler-Lea bills. It was also asked that railroads give free transportation on passenger trains to caretakers going with stock to market.

The delegates opposed processing taxes and discriminatory business legislation. They asked that the Farm Credit Administration be "restored to an independent status;" requested that Congress remove the present limit on individual loans by the federal banks and that commodity credit corporation loans on wool clips be extended on the 1940 clip. They also opposed payments under the soil conservation program.

The Forest Service was requested to make no cuts for transfers. The sheepmen also asked Congress to clarify the law to remove any doubt concerning labor exemption required by the livestock and meat packing industries.

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Congress was asked to amend the National Labor Relations Act to extend the term "agricultural labor" to include sheep shearers and sheep herders. A resolution approving the work of the Dies committee investigating un-American activities was adopted.

The association's budget committee favored association expenditure in 1940 of \$33,000, an increase of \$10,000 over 1939.

LONGHORNS ON REFUGES RECALL FRONTIER DAYS

PROBABLY FEWER THAN 250 real Texas longhorn cattle are in existence today, according to the Bureau of Biological Survey, yet once nearly the whole plains country from the Gulf of Mexico to the Canadian border was theirs.

The largest herd now is at the Wichita

Mountains Wildlife Refuge, near Cache, Oklahoma, where about 145 of these picturesque animals roam the ranges under the Biological Survey's protection. Eighteen longhorns are on the Fort Niobrara Game Preserve near Valentine, Nebraska; others are in private ownership.

The cattle at the Wichita refuge descend from 30 longhorns brought to the area in 1927 when it was administered by the Forest Service.

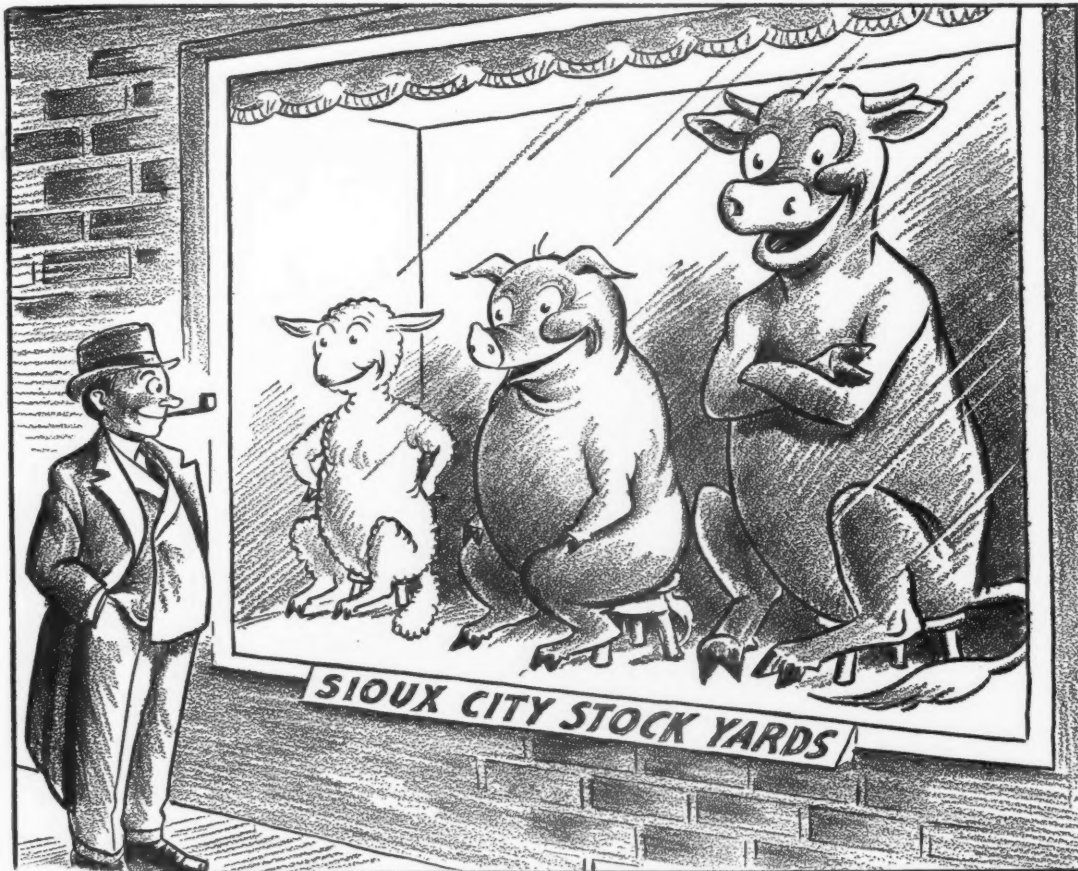
The saga of the longhorn goes back to 1521 when the first cattle were brought to American shores by Gregorio Villalobos, a governor-general sent to "New Spain." John Hatton, of the Forest Service and probably the outstanding living authority on longhorns, states that "these Spanish calves were the progenitors of the millions of longhorns that spread from Vera Cruz northerly over the coastal plains of Texas and the plains region of the Far West. . . . They

became the pioneers of our western cattle industry."

After the Civil War these cattle were still numerous. Then live-stock breeders, however, began raising heavier, beefier cattle, and by 1920 it became apparent that only prompt action could save the Texas longhorn from extinction.

One of the men who forcefully called attention to the fact that the longhorn was dying out and should be preserved was the late Will C. Barnes, public official, author, and one-time cowman. Probably to him more than to any other one man should credit be given for the preservation of the longhorn. The present Wichita herd is a monument to Will Barnes' efforts to save a remnant of this hardy breed.

Working for the Forest Service, Mr. Barnes and Mr. Hatton, who is still active in the organization, began a long trek in July, 1927, in search of long-



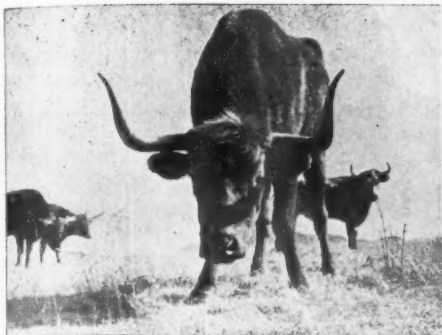
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SIOUX CITY STOCK YARDS

"Home Market for the Great Northwest"



This month's cover picture. A longhorn on the steer pasture of the Wichita Mountains Wildlife Refuge, Oklahoma. The steer in the foreground is the offspring of a brindle sire and a buckskin cow. Note the young steer in the background whose horns are not fully developed. Biological Survey photo.

horns. The trip was financed by an appropriation from Congress, which was made at the behest of the late Senator John B. Kendrick, of Wyoming. Not until the quest began did live-stock breeders realize how close to extinction the longhorn was. The two foresters traveled more than 5,000 miles and examined more than 30,000 head of Texas cattle before they collected a herd of suitable specimens of the longhorn type.

Little by little, a herd of twenty cows, three bulls, three steers, and four calves was collected and shipped to the Wichita refuge in August, 1927. From this nucleus of thirty the herd has increased to 146.

Longhorns may be described as leggy, hardy, active animals with long keen horns and an aggressive disposition. In color they range from black, brindle, dun, spotted, buckskin, red, roan, and white to various combinations of these colors. Coarse hairs about the forehead and in the ears and a fish-shaped prominence of the bone along the top of the rump, just back of a line across the hip bones, are special characteristics.

In size, longhorns seemed to vary with the locality. In Florida 400 to 700 pounds was an average weight, in Old Mexico they were not much larger, while in Texas the animals weighed from 500 to 1,200 pounds. On the Wichita refuge, however, the longhorns weigh from 800 to 2,000 pounds, and two of the longhorn steers born on the refuge eleven years ago now tip the scales at 2,045 and 2,035.

Longhorns are well suited to the arid conditions of the Southwest. These cattle will graze on rough hills where domestic cattle will not go and will travel greater distances to water than will the modern beef breeds.

Being susceptible to the dread Texas fever tick, the strain began to disappear when ranchers in the Gulf Coast and lower Rio Grande regions began crossing their longhorns with Hindu, or Brahma, cattle. The Brahma acquired its place in the Southwest through its resistance to

mosquitoes, flies, and the Texas fever tick.

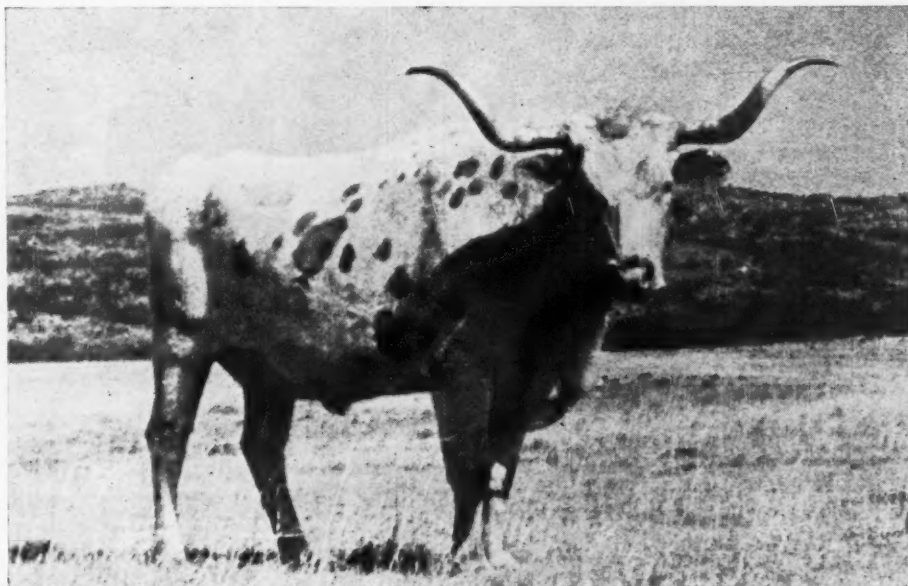
Longhorns are not a scrub breed, as many people think. Under favorable conditions these cattle will develop into large, often fat, animals. Ranger William E. Drummond, an old-time cowpuncher who has carefully bred the Wichita herd for the last twelve years, claims that longhorns will butcher out as much meat to the 100 pounds of live weight as domestic cattle.

Slow of growth, a longhorn requires two or three more years to attain maturity than do more desirable breeds. It keeps growing until seven or eight years old. As long as the animal grows, the horns continue growing. On record are horns with spreads of six, seven, and even eight feet from tip to tip.

Usually these cattle are surly, mean, and ready to fight on the slightest provocation. Some longhorns, however, become gentle and easy to handle.

Longhorns show many traits that differ from the beef breeds. When driven they string out and walk exceptionally fast instead of bunching up. Riders had to be in front as well as behind the herd to keep the cattle from running. Great herds were often driven as much as thirty miles a day without apparent injury.

Even in stampeding, the longhorns showed peculiar characteristics. Sometimes the animals would begin to mill, circling slowly in a packed bunch. Then they were easily frightened. A shout or loud talk often started a stampede. Longhorns stampeded as quick as a flash, moving as one animal even though bunched in a tight mass. To calm a milling herd, cowboys spoke in soft, low tones and frequently sang to quiet the animals.



One of the younger longhorns on the Wichita Mountains Wildlife Range, Oklahoma. This steer is a red and white spotted animal, showing characteristic color of the old type longhorn. Its horns have a spread of nearly six and a half feet. Note the fish-shaped prominence of the bone along the top of the rump, characteristic of the longhorn. The mother of this steer, one of the original herd brought to the refuge in 1927, had the same markings. Biological Survey photo.

HORSE BREEDING ON WESTERN RANCHES

(Continued from page 8)

Remounts, but seldom, if ever, top cutting horses. I have seen this proved time and time again. The horses from the Thoroughbred cross break out into good Remounts and sometimes good polo ponies, with more speed and stamina than that possessed by the Steel Dust, but they seldom make real cow-horses. Brains and durability and the ability to dodge like a cat are the prime essentials for a top cutting horse, and, if you want to stand the best chance of obtaining these attributes in your produce, then select a Steel Dust stallion and put him onto a bunch of well bred up mares of the desired conformation.

The best type Steel Dusts have from half to three-quarters of Thoroughbred blood in them. It is this blood that gives them their added speed, their ability to maintain this speed longer, and their clean-limbed, breezy appearance. The best of them usually come from a selected Steel Dust stallion crossed onto a Thoroughbred or near-Thoroughbred mare of the right type. If you want to select one for producing cow-ponies, then break him out first to see whether he has genuine cow-sense, good action, and the ability to stop and turn quickly and spring into full speed in the shortest possible distance. He should be wide between the eyes, with a flat forehead and prominent eyes. His muzzle should be small enough so that he can drink out of the proverbial cup. His nostrils should be capable of wide dilation.

The produce of such matings should make ideal cow-horses. They may not sell to the army, because the army likes

colts from Thoroughbred stallions. However, they will make you more serviceable stock-horses than you will ever get from the method of breeding described in the Remount breeding or polo breeding paragraphs. As I said before, you can sell Remounts and buy two or three cow-pony prospects for the same money, so it is easier to keep up a bunch of cow-ponies that way, without having so many mares. However, the best cow-pony prospects are seldom sold, so, if you want the best, you had better raise them yourself the right way. The fun of watching them grow up, break out, and finally learn to work cattle is one of the greatest pleasures in the cow business.

The best system of breeding is to number each mare with a small neck brand, keeping a book containing their breeding records. If a mare does not produce good cow-ponies, then get rid of her. If her colts have bone trouble or faulty action, trade her off. You can expect to produce 50 per cent of filly foals, and so from thirty mares you can expect an average of twenty-four or twenty-five foals each year. Out of these, half will be fillies, which are never used for cow-work. The best plan is to break out the most promising fillies and replace the cull mares with the three-year-olds that show the greatest adaptability to perform the work that cow-ponies have to do. You can keep five or six each year

for replacements, and these will be at least a 50 per cent top, made up of mares which have proved their ability to break out easily into sensible horses, amenable to the will of the rider. It is much better to use this system than it is to keep nearly all the fillies, on the theory that you are breeding up each year so each successive foal crop should be better than the older mares.

The biggest problem that you will have to face is what to do with the five or six fillies each year that you do not want to keep, and with the cull mares, of which there will be from five to six each fall. The first thing to remember is that you must get rid of them, no matter how much you sacrifice in price. If you keep too many of them you will soon be horse poor, and more ranches have suffered from this disease than any other that can hit them. If you let the fillies grow into two-year-olds, they can usually be sold for some money, even if it be but \$20 or \$30. You can afford to give them away, if necessary, because they will eat their heads off and cost you about half that sum to feed each year. The cull mares are easier to dispose of and can usually be traded off, two mares for one bronco gelding. Get rid of them, somehow, even if you have to give them away. This is the cardinal axiom of the horse breeding game.

STUDENT BONERS

ONE HEARS NOWADAYS A LOT of fun poked at the college student who goes out to become a forest ranger or to determine range capacities for the AAA.

At a Utah college some definitions of range terms were asked, and the answers would do credit to any of the various books on student boners. The students frequently know all about the books but little about the range. They were tried out on the following list of range terms:

Question: Define briefly but exactly the term or expression—Actinomycosis. Answer: Tin poisoning, also a disease affecting seedlings.

Q. Broken-mouthed. A. A horse broken to rein, also a horse that has been mistreated and his mouth injured.

Q. Chapo (chupo). A. A hat, also a garment for keeping the pants clean, also leather pants.

Q. Dilsey. A. To shy.

Q. Dogie. A. A baby dog, also slang for cow.

Q. Freemartin. A. A horse without a martingale.

Q. To grub an ear. A. Remove worms and insects from ear, also to catch an ear on an obstacle.

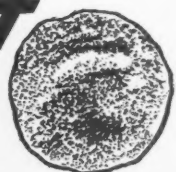
Q. Jenny. A. A male donkey, also a female jack.

Q. Maverick. A. A kind of knot.

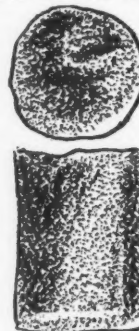
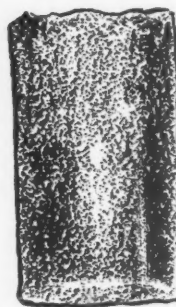


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Q. Palomina. A. A horse with only one testicle.

Q. Stag (not deer). A. A male moose, also an uncastrated male cow.

Q. Wether. A. Shoulder part of animal, also a condition of climate, also a ewe sheep without a lamb.

Q. Wattle. A. To take a mud bath.

Q. Yolk of wool. A. Amount of protein in wool.

Q. McClellan. A. A professor at the University of Nevada.

Q. Breeching. A. Pants, also breaking out of a corral.

Q. Stirrup. A. The first step onto a horse.

Q. Veld. A. The seat of a saddle.

Q. Curb bit. A. A bit used on a horse with a curve in it.

Q. Foal. A. The offspring of a female horse.

Q. Baby beef. A. A young male steer cow.

Q. Fetlock. A. The part of a horse's mane that hangs between his ears.

Q. Gregarious. A. Its ability to reproduce many individuals.

LIVE STOCK DRIVE-INS TO MARKET BIGGER THAN EVER

NEARLY TWO-THIRDS OF THE cattle and hogs and more than one-fourth of the sheep and lambs received at public stockyards during 1939 were "driven-in," it is shown in the Agricultural Marketing Service's statistical report, "Driven-In Receipts of Live Stock—1939."

The report is based on records maintained at 67 public stockyards widely scattered over the entire country. Most of the drive-ins are received by truck, but the figures also include any live stock driven in on hoof from near-by feed-lots and other points.

For each class of live stock, the report shows a gradual increase during the past five years in the percentage of total receipts "driven-in" to market:

	1935	1936	1937	1938	1939
Cattle.....	51.0	54.8	52.9	58.6	61.8
Calves.....	54.7	57.5	57.6	58.2	60.6
Hogs.....	61.0	64.4	65.9	65.8	68.3
Sheep and Lambs.....	25.9	26.3	26.6	27.4	29.1
Horses and Mules.....	31.7	35.8	38.2	41.2	50.4

BEEF METHODS DIFFER IN U. S. AND ARGENTINA

A LEADING CATTLEMAN OF THE Argentine who is also familiar with the beef industry of the United States points out a striking contrast between the two systems. In the United States great numbers of feeder cattle are bred on large properties on the western ranges and are finished for market in relatively small lots on individual farms in the Corn Belt.

In Argentina many of the steers are bred on the smaller farms and are sold for finishing in large lots on the highly specialized large ranches or "estancias" of from 12,000 to 100,000 acres or more. Most Argentine beef is finished on grass,

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Haley-Smith Cattle Company

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Sterling, Colorado

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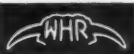
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either the best of the native pastures or on planted pastures of alfalfa, or of small grains. Few steers are grain-fed.

This comparison is a part of a comprehensive article on "Argentine Pastures and the Cattle-Grazing Industry" in the January issue of "Foreign Agriculture," and is by Paul O. Nyhus, agricultural attaché at Buenos Aires, one of the staff of foreign observers through which American farmers are able to know about competition in world markets. Nyhus emphasizes important changes in the Argentine beef business, mainly as a consequence of improved refrigeration developed since the early years of this century.

HEAVIER COWS GENERALLY PRODUCE MORE BUTTERFAT

TWENTY YEARS' PRODUCTION records of the Holstein-Friesian herd at the Agricultural Research Center, Beltsville, Maryland, show that, on the average, larger cows produce more butterfat.

There have been some notable exceptions, however. For example, one cow averaging only 1,255 pounds made a 715-pound butterfat record, and another cow weighing 1,546 pounds made only 454 pounds of butterfat.

Study of the relation between age of parents and sex of their offspring gave no conclusive results, although where dams of all ages were mated to one sire there was some indication that the proportion of female progeny increased with the age of the dam.

A tendency to have calves predominantly of one sex did not appear to be transmitted from dam to daughter, but there was some evidence that difficult breeding may be transmitted.

CALENDAR

MARCH

- 1-4—Fat Stock Show, San Angelo, Tex.
- 3-6—Amarillo Fat Stock Show, Amarillo, Tex.
- 6-8—Kansas Live Stock Ass'n Convention, Wichita.
- 8-17—Southwestern Exposition and Fat Stock Show, Fort Worth, Tex.
- 12-14—Texas and Southwestern Cattle Raisers' Ass'n Convention, Fort Worth.
- 18-19—New Mexico Cattle Growers' Ass'n Convention, Gallup.
- 23-31—Houston Fat Stock Show, Houston, Tex.

APRIL

- 5-6—Utah Cattle and Horse Growers' Ass'n Convention, Salt Lake City.

MAY

- 23-25—Montana Stock Growers' Ass'n Convention, Butte.

JUNE

- 4-6—Intermountain Junior Fat Stock Show, North Salt Lake, Utah.
- 13-15—Nebraska Stock Growers' Ass'n Convention, Valentine.
- 22-24—Colorado Stock Growers' and Feeders' Ass'n Convention, Meeker.

AMERICAN CATTLE PRODUCER

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Vol. XXI March 1940 No. 10

WHO SPEAKS FOR THE CATTLEMEN?

ON JANUARY 20 AND 22 SECRETARY Mollin appeared before the House Ways and Means Committee in opposition to the extension of the Reciprocal Trade Agreements Act, stressing the fact that, while the first choice of the western cattlemen was to allow the act to expire on June 12, 1940, it was strongly felt that, if extended, an amendment should be adopted calling for Senate ratification of any trade agreements negotiated.

This stand was entirely in accord with the resolution passed in the forty-third annual convention of the American National Live Stock Association, which had concluded its sessions on January 13. The resolution was adopted unanimously, and it is interesting to note that every state west of the Missouri River and the state of Louisiana were represented in the convention.

On January 25 Congressman Ferguson, of Oklahoma, himself a cattleman, spoke on the floor of the House of Representatives as follows:

"I seriously question that the cattlemen of the West wholeheartedly endorse the resolution opposing the continuation of the trade act, and certainly I seriously contest the fact that Mr. Mollin represents the thoughts and convictions of a majority of the western cattle producers."

Later in his speech he ridiculed the objections of American cattle producers to the purchase of canned beef for the United States Navy, ignoring completely the fact that beyond a shadow of doubt the purchase of the small amount (48,000 pounds) and the publicity given to it by the President himself were for the express purpose of trying to bring up for consideration in the United States Senate the Argentine sanitary convention, ratifi-

cation of which would permit the importation into this country of dressed beef and dressed lamb from Argentina and would surely eventually lead to the infestation of our herds and flocks with the dreaded foot-and-mouth disease.

It will be recalled that this incident occurred a few weeks before the formal announcement of the intention to negotiate a trade agreement with Argentina. The American National Live Stock Association is proud of the fact that it has for years led the fight against the purchase of foreign beef for our army, navy, and CCC camps and also against ratification of the Argentine sanitary convention. There is no reasonable basis on which the undue publicity given this matter by the President can be explained except as a lead-up to the proposed trade agreement, which, of course, was already under consideration privately at the time the President made his statement.

On February 2 Congressman Ferguson appeared before the House Ways and Means Committee, and the following quotation is from his opening remarks on that occasion:

"I know that the case with regard to live stock and cattle has been presented ably by a representative of the national live-stock association, who opposed the carrying on of the reciprocal trade agreements. I am familiar with the political philosophy of the gentleman who presented the case on their behalf. I have known him for several years, as I know many of the directors of the national live-stock association, being a cattleman myself, and I am familiar with their political philosophy. But I want to say to the committee that the opinions expressed by him are not representative of the cattlemen of the West."

Attention might be called to the fact that Congressman Ferguson, although a cattleman, is not a member of the American National Live Stock Association and has never been active in any way in the carrying on of its program.

Later in the statement, Mr. Ferguson, referring to canned beef, says:

"It is practically a non-competitive product. No American packer puts it into a can. He couldn't do it."

Questioned by Mr. Dingell, of the committee, that "Then, to exclude it would do a great injustice to the American consumer?" Mr. Ferguson replied, "Absolutely."

Strange words to come from a cattleman in Congress. Perhaps he has been in Congress long enough to forget that he is a cattleman, or perhaps his views are influenced in some other fashion. That he does not represent the views of the Oklahoma live-stock growers is evidenced by a statement sent to each member of the Oklahoma delegation in Congress by the Oklahoma Live Stock Growers' Association under date of February 1, 1940. The following excerpt is taken from that statement:

"That these reciprocity treaties are detrimental to the domestic live-stock growers can be proven, without question, in regard to the importations from Mexico and Canada.

"To cite an example right close to home, we know that, in the past two or three years, a lot of pastures in both the Flint Hills of Kansas and in the north-eastern section of the state of Oklahoma have been filled with cattle from Mexico.

"If these cattle were not available on the reduced import quota basis, there is no question but what domestic cattle, raised in New Mexico, Texas, Oklahoma, or some other state of the Union, would bring from \$1.50 to \$2 per 100 pounds more than they now bring—because of this Mexican competition."

The statement ends with the following sentence:

"And, at the very least, we insist that such treaties be subject to ratification by the Senate before they become effective."

This is a 100 per cent endorsement of the position taken by Secretary Mollin of the American National Live Stock Association in his appearance before the committee.

Noting the concern of the Oklahoma association relative to Mexican imports, the following item shown on page ninety-one of the *Cattleman* for January, 1940, under the heading, "Cattle Sales and Prices," throws a withering light on the stand taken by Congressman Ferguson:

"Ramon Preto, Chihuahua, Mexico, sold 1,397 big steers to Phil Ferguson, Woodward, Okla."

Congressman Ferguson's first name is Phil and his address is Woodward, Oklahoma.

No one questions the right of any cattle buyer, speculator, or feeder to purchase Mexican cattle, which, although sometimes entered under bond, must eventually pay the current rate of duty; but one who exercises that right is in a vulnerable position to criticize the activities of an organization which necessarily is devoted to the interests of the domestic producer and to protecting the American market for him.

Who better speaks for the cattlemen than one coming direct from a large convention attended by delegates from every state in the territory the association serves, with no thought in the matter other than that of the welfare of American live-stock producers?

A COTTON MENACE

AGRICULTURAL LEADERS FROM seven cotton states recently appeared in Washington in the interest of an adequate appropriation for the control and eradication of the pink bollworm, which has found its way into southern Texas from Mexico.

Last year Congress appropriated some \$900,000 for use in this connection. The money was spent to the best advantage, but it proved to be inadequate. This year's budget allocates only about \$500,000 for the control of this pest, and a larger sum is needed.

There is an old adage to the effect that a stitch in time saves nine. When it comes to the control of insect pests, it

is no exaggeration to say that a stitch in time saves nine billion.

Those who are familiar with conditions existing in Brazil declare that the only thing which prevents that country from becoming the most formidable competitor of the United States in the production of cotton is the pink boll-worm.

It will be true economy to employ adequate measures now to prevent the further spread of this destructive pest in the United States, safeguarding an industry which directly and indirectly gives employment to more than 10,000,000 of people.

The live-stock industry will recognize in this request for funds to prevent further spread of the pest action decidedly in their interest, because it may prevent also untoward expansion of competitive live-stock raising into devastated cotton fields.

SUCCESSFUL CONVENTION

DELEGATES TO THE FORTY-third annual convention of the American National Live Stock Association were practically unanimous in chalking it up as one of the most successful ever held by the organization. More letters have been received at the Denver office since the convention with complimentary references to the program and the convention as a whole than ever before in the history of the present force. The ladies have been heard from, too, giving their commendations and appreciation of the dinner provided for them.

Each year since 1934, when the easing of the depression was marked by a successful meeting in Albuquerque, it has seemed that the convention city selected for the coming year would have a hard time to equal the performance of the current host city, and each year the seeming impossible has been achieved. Now it is up to Fort Worth for 1941, and we have no doubt that that hospitable convention city will give the 1941 delegates something to talk about on the way home and make them forget about San Francisco and Denver.



WASHINGTON

WASHINGTON NOTES

F. E. MOLLIN, SECRETARY OF the American National Live Stock Association, put through long hours of gruelling questioning before the House Ways and Means Committee when that group heard testimony on the question of extending the Reciprocal Trade Agreements Act, will appear before the Senate Finance Committee to resume his testimony. Concerning his appearance at the House hearing, Congressman Bertrand W. Gearhart from California wrote to former president of the American National, Hubbard Russell:

"For the last two days, F. E. Mollin has been on the stand. There is no question in the world but that his testimony was a severe blow to administrative hopes. It was the judgment of all that he had acquitted himself with honor to himself and credit to the great organization that he represents. Naturally enough, the members of the committee on the majority side did their utmost to break down the force of his testimony but he showed such superior knowledge of his subject, that, in the end, it was quite apparent that each one of them wished they had maintained a respectful silence when the opportunity so to do was his. To state it briefly and bluntly, I believe Mollin did a wonderful job, and I, for one, will ever be grateful to the American National Live Stock Association and to you, its president, for having sent him to us. Outcome yet remains in doubt. Though there can be no question but that the opponents of Hull's program have made many telling attacks upon the reciprocal trade agreements system, unfortunately, few of these triumphs are adequately reported in the public prints. If the opposition had been accorded the same careful consideration by the press that it has provided the administration forces, I am quite sure that there would soon develop in the United States a practically unanimous condemnation of that which Hull and his satellites, the free traders of our country, are endeavoring to accomplish. Despite the disposition of the press to support the administration program regardless, those of us who have not been deceived by the false arguments with which we have been deluged will keep up the battle to the end. In this resolve we are encouraged to redouble our efforts because of the fine support that has come to us from western agriculture and the live stock industry in particular."

The Senate committee is now holding its hearings. The House voted 216 to 168 to extend the trade agreements act for a period of three years.

SEEK FOREST BOARDS

The legislative committee and Secretary Mollin of the American National Live Stock Association are now in Washington seeking amendment to the law governing the Forest Service to provide for legal status of advisory

boards to advise with forestry officials on problems of regulation. The legislative committee is made up of Frank S. Boise, chairman, Sonoita, Arizona; Julian Bivins, Amarillo, Texas; A. D. Brownfield, Florida, New Mexico; J. H. Nason, Spearfish, South Dakota; and William B. Wright, Deeth, Nevada. . . . According to telegraphic advice received from Senator Pat McCarran, of Nevada, in mid-February, President Roosevelt has been prevailed upon to leave the Forest Service in the Department of Agriculture, "at least for the time being." This will be good news to members of the American National Live Stock Association, who expressed themselves as favoring no transfer of grazing divisions in a resolution adopted at the Denver convention in January.

INTRODUCES TARIFF MEASURE

Sen. Arthur H. Vandenberg of Michigan introduced a bill to create a foreign trade board that would represent a middle ground between "congressional log-rolling," and the reciprocal trade agreements program. The bill would abolish the tariff commission and set up a new six-member foreign trade board to keep tariffs in constant adjustment to competitive costs of production. The commission would possess power to encourage and finance exports and imports "through barter agreements and otherwise," raise and lower tariffs; take "direct action against blocked exchange," co-ordinate foreign trade and financial statistics; recommend to the President imposition of import duties and other restrictions against cheap foreign agricultural products which sell at less than parity prices or below American cost of production.

COTTON STAMP PLAN

Under a new Wallace plan to help the cotton farmer, persons on relief and those receiving government aid under social security would be privileged to buy a certain amount of cotton stamps, exchangeable for cotton goods at local dry goods stores. For each dollar's worth of stamps, the government would give an additional dollar's worth free. As a starter, the plan will be begun in retail dry goods stores in a few cities of over 50,000 population.

WAGES AND HOURS

Exemption of packinghouse employees from the maximum hour and overtime provisions of the Wages and Hours Act during sixteen work weeks in the calendar year, instead of the present fourteen weeks, is proposed in the Barden bill (H. R. 7133). Under the bill, the exemption would apply to employees of an employer "engaged in the grading, loading, slaughtering, or dressing of live

AMERICAN CATTLE PRODUCER

stock, or preparing products therefrom at the packing plant, or in handling or transportation in connection with or incidental to such operations." This exemption would be considerably broader than the latest interpretation of the exemption under the present law, which restricts the tolerance exemption to workers engaged in handling, slaughtering, and dressing live stock.

COTTON SHIPMENTS WITHHELD

Secretary of Agriculture Wallace announces that the United States and United Kingdom will withhold, during February, March, and April, shipments of cotton by the Commodity Credit Corporation for trade under the cotton-rubber exchange agreement to relieve congested shipping conditions and permit commercial cotton to be shipped from the United States to the United Kingdom.

GOVERNMENT CREDIT

Foreclosures completed on federal land bank and land bank commissioner loans dropped more than 50 per cent during the last quarter of 1939, according to Governor A. G. Black of the Farm Credit Administration. The foreclosures decreased from 3,449 in the third quarter of 1939 to 1,580 in the fourth quarter. Federal land bank foreclosures since 1933 have been consistently smaller in proportion than for any other leading class of creditors. . . . The fed-

eral land banks are increasing their sales to farm tenants. During 1939 approximately 37 per cent of all sales were to this class of purchaser. The banks are also increasing their sales to farm owners. Sales of properties which the federal land banks have taken over amounted to 10,576 farms or parts of farms during 1939 for a total consideration of \$26,702,000. . . . The mortgage debt payment of about 75,000 farmers with land bank commissioner loans—most of them in drought areas—have been lightened by reamortization to give borrowers longer periods in which to pay out, announces the Farm Credit Administration. Most of the loans were made in the 1933-34 period of emergency refinancing on a thirteen-year basis and have been reamortized for terms of twenty years or more.

APPROPRIATIONS

As appropriation bills moved up to the Senate (they were slashed heavily in a spurt of economy in the House) the economy drive was not so fast. The \$722,000,000 agricultural bill was cut nearly \$67,000,000 in the House. . . . Submitted by a reader are figures for 1934-40 showing "Congress closely following Executive leadership, with funds voted only \$500,000,000 less than total requests made by the President." Original Executive estimates for 1934-40 are given as \$39,696,000,000 and additional requests, \$20,962,000,000; total voted by Congress, \$60,125,000,000.

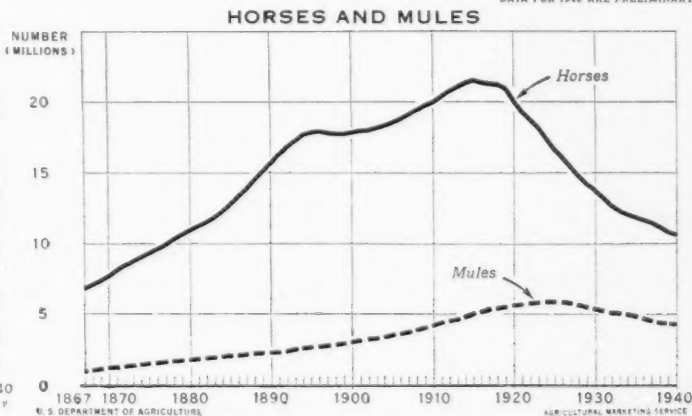
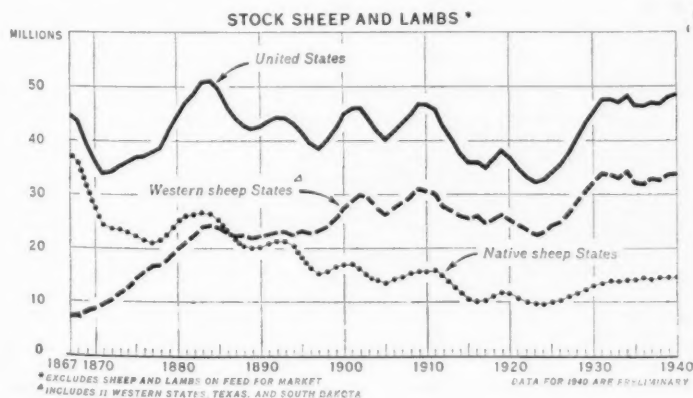
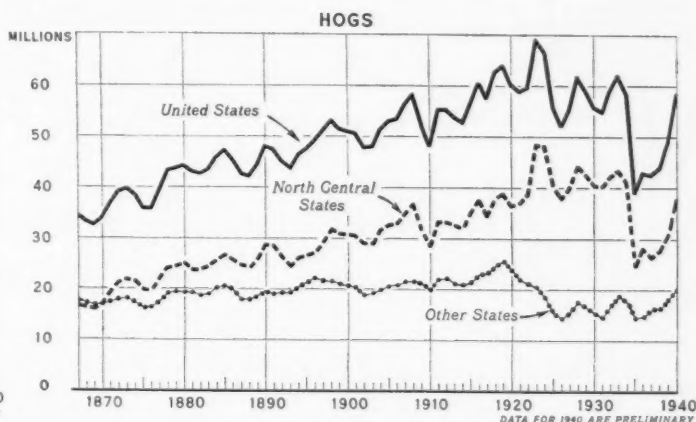
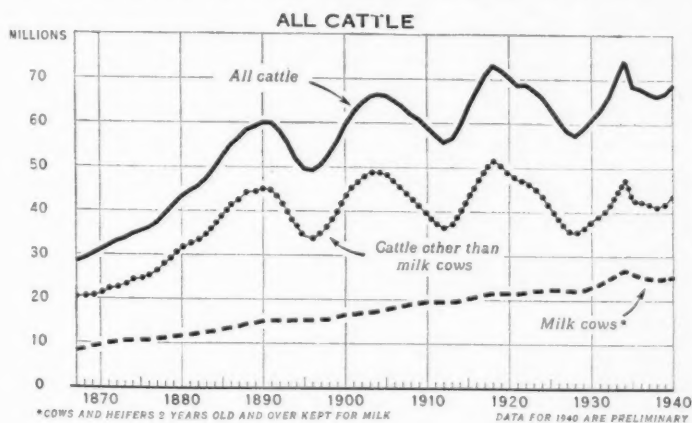
MORE LIVE STOCK ON FARMS JANUARY 1 THAN LAST YEAR

NUMBERS OF LIVE STOCK ON farms January 1 were substantially larger than last year, the Agricultural Marketing Service reports. Total cattle numbers were up about 3 per cent; hogs, 18 per cent; sheep, 1 per cent; chickens, 4 per cent; and turkeys, 33 per cent. But work stock showed a decline.

The increases in meat animals and poultry were general over the whole country, but the largest increases were noted in the west north central states, where numbers were sharply reduced during the drought years. When the numbers of all species are converted to an animal unit basis, which allows for differences in size and feed requirements of the several species, the total animal units were about 3.5 per cent larger than a year earlier. The increase in number of animal units during 1939 was the fifth largest in fifty years.

The relationship between changes in numbers and changes in values showed a marked variation between species. Though numbers of cattle and sheep were larger this year than last, the values per head were higher; numbers of horses and mules were smaller but the values per head were lower; the number of hogs was up materially but the value per head was down sharply, with the total value down. The total inventory value of live stock on farms January 1 was higher than a year ear-

CATTLE, STOCK SHEEP, HOGS, AND HORSES AND MULES ON FARMS JANUARY 1, UNITED STATES, 1867-1940



lier and the highest since January 1, 1930. The total value of \$4,904,307,000 was \$46,000,000 higher.

Changes in the January 1 numbers of live stock on farms for the past seventy-three years are shown on accompanying charts.

Cattle

The cattle population on farms January 1, 1940, totaled 68,769,000 head, 3 per cent larger than a year earlier. Most of the increase was noted in the states bordering the Mississippi River and eastward. Rather sharp reductions in numbers in Texas and in several western states tended to offset general increases in other states in the Great Plains and western regions. Milk cows (cows and heifers two years old and over kept for milk) totaled 25,334,000 head—an increase of about 1 per cent.

Sheep

A total of 54,473,000 head of sheep was estimated on farms January 1—an increase of 1 per cent over the 53,783,000 reported on January 1, 1939. The largest increases were reported in the native sheep states.

Hogs

Hogs on farms January 1 numbered 58,312,000 head. This number was up 9,029,000 head or 18 per cent from a year earlier. The increase during 1939 was the second largest for all years of record.

Horses and Mules

The estimated number of horses, including colts, on farms decreased 2 per cent the past year to 10,616,000 on January 1. The estimates also indicated a further decline during 1939 in the number of colts foaled. Mules numbered 4,321,000 head—a decrease of about 1.5 per cent. The number of mule colts under one year, however, was larger than a year earlier and the largest since 1927.

TRAFFIC

ANNUAL REPORT OF TRAFFIC COUNSEL

By CALVIN L. and
CHAS. E. BLAINE

Again the work of this office has been largely defensive. On January 1, 1939, there were pending before the Interstate Commerce Commission two proceedings, each consisting of two formal cases. Two of said cases, or one of the proceedings, were instituted by us and the other proceeding, in which we joined as protestants, was brought by other parties. One of the proceedings has been subsequently disposed of by the commission. During the year one additional formal case was inaugurated by us which is still pending. Therefore, of the three proceedings—five cases in which we participated—one proceeding or two cases was disposed of during 1939 and two proceedings or three cases were still pending at the close of said year.

Formal cases disposed of before the commission were:

No. 27674, Matador Land and Cattle Company (Ltd.) v. Atchison, Topeka and Santa Fe Railway Company; and No. 27812, American National Live Stock Association v. Abilene and Southern Railway Company; 231 I. C. C. 566, decided February 13, 1939. Briefly, the cases involved Item No. 30 of Transcontinental Tariff No. 52 series which, in short, made the application of the 85 per cent rates on feeders between points in British Columbia, Arizona, California, Idaho, Montana, Nevada, western New Mexico, Oregon, Utah, and Washington and points in all the territory east of those states, contingent upon subsequent reshipment by rail carriers. Under the provisions of said item, the 85 per cent

rates were collected in the first instance for the transportation of feeders. However, unless there was a subsequent reshipment by rail, the carriers, or some of them, i.e., the Atchison, Topeka & Santa Fe Ry. Co., and the Southern Pacific Co., at least, then increased the charges to the basis of the 100 per cent rates and demanded payment of additional charges ranging as high as 29 per cent. Some of the shippers or consignees upon our advice refused to pay the higher charges. Thereupon said carriers instituted numerous suits in the courts of Texas, Arizona, and California to effect the collection thereof. The commission in its decision sustained our views and held the assailed rule unreasonable and ordered its cancellation. Respondents canceled the condemned rule and withdrew their suits.

In our complaint, in addition to the allegation that the rule concerned was unreasonable, we alleged that it was unjustly discriminatory in violation of Section 2 of the Interstate Commerce Act. With respect thereto the commission held that any unjust discrimination which may exist will be removed by its finding of unreasonableness.

Some of the more pertinent portions of the commission's decision follow:

"In *Live Stock-Western District Rates*, 176 I. C. C. 1, we prescribed rates on stocker and feeder live stock, hereinafter called stockers and feeders, between all points in the western district on the basis of 85 per cent of those prescribed on live stock fit for slaughter, except to points at which are located public live-stock markets falling within the definition of stockyards as contained in the Packers and Stockyards Act, 1921, 42 Stat. L. 159.

"In our report on further hearing therein, 190 I. C. C. 611, at page 649, we stated:

The Word SERVICE May Mean Much or Little



No, we are not in the restaurant business, where the whole day's receipts must be derived from smashing, slam-bang service to customers during a brief hour or so, while the customers have the time to eat. But, as a live stock selling agency, we at the NATIONAL will render as much of the spirit of service as you have ever seen in any business, whether it be a short-order restaurant or a transcontinental airplane. Intelligent, aggressive service is the keynote of all operations at the NATIONAL of KANSAS CITY. We feel that, by constantly striving to this end, the NATIONAL offers at all times a superior live stock service.

NATIONAL LIVE STOCK COMPANY OF KANSAS CITY KANSAS CITY STOCKYARDS

CATTLE DEPARTMENT

Fred H. Olander
J. Willard Olander

Al Coffman
James R. Wilson

Alex MacGregor
Tom Ament

Leo McCarthy

SHEEP DEPARTMENT

Laurence Tice

"Our former finding respecting stocker and feeder rates is modified to the extent that carriers shall not be required to maintain such rates on the 85 per cent basis to points at which there are maintained public feed-yards for live stock. Under this modification, respondents will be authorized to cancel and withdraw the stocker-feeder rates on the 85 per cent basis at such public feed yards as Morris, Kansas, Valley, Nebraska, and any others now operated or which may later be established, whether operated by the carriers themselves or independently. Feeding at such yards may still be done at the established charges therefor under the transit rules and the rates on live stock fit for slaughter. It is believed that this will enable respondents to mitigate the abuses which have grown up and which threaten to increase under the present rate adjustment.

"It has become a common practice with some packing plants to draw live stock to their doors at the rates applying on feeder live stock, fatten them for thirty days on cottonseed cake from near-by mills, and then slaughter them. On such shipments the carriers never get the additional hauls on the fat animals which are pointed to as one of the reasons for maintaining the lower rate basis on the feeders. In order that it may be clear that respondents are free to take action in these cases to prevent such use of the feeder rates, we find that to points at which a live stock slaughtering establishment is maintained, or to points in close proximity to such slaughtering points, application of the 85 per cent rates may be made contingent upon a subsequent rail haul within a reasonable time. Respondents will be expected to use this permission with discretion, and not require proof of outbound movements at points adjacent to slaughtering points where there is little or no likelihood of live stock being unloaded for slaughter.

"It will be observed from the foregoing that we permitted non-maintenance of stocker-feeder rates to points at which are located (1) public live-stock markets, and (2) public live-stock feed yards.

"We also authorized the carriers to make the application of the 85 per cent rates to points at which live-stock slaughtering plants are maintained, or to points where live-stock is unloaded for slaughter, contingent upon a subsequent rail haul within a reasonable time. It is important to note (1) that we did not authorize the carriers to make application of the 85 per cent rates on stockers and feeders generally contingent upon a subsequent movement by rail, (2) that we did not approve the reshipment rule on feeders shipped to 'points adjacent to slaughtering points where there is little or no likelihood of live stock being unloaded for slaughter,' and (3) the modifications were authorized to prevent application of feeder prices on fat cattle fit for slaughter.

"Live stock that is ready or practically ready for slaughter can, of course, be further fed for thirty days after shipment, to satisfy the thirty-day provision of the assailed tariff rule, but the bulk of feeder live stock is fed three or four months before it is in first-class

condition for slaughter. It appeared upon the further hearing that the packing plants mentioned in the quotation above were employing the practice of feeding for thirty days, principally as a device to defeat application of the 100 per cent rates on animals which, when shipped to the plant, were practically in slaughter condition. The permission therein granted was designed to enable the carriers to terminate such practices. Herein they seek to invoke that permission to prevent the application of the stocker-feeder rates on animals which are conceded feeder animals and are actually fed for four months or longer.

"Complainants contend (1) that stockers and feeders are different commodities from fat live stock, (2) that during the last fifty years the rates on stockers and feeders within the western district have varied from 65 to 85 per cent of the corresponding rates on fat live stock, (3) that the stocker-feeder rates now in effect in the western district, and which reflect 85 per cent of the corresponding rates on fat animals, were prescribed by us as maximum reasonable local rates on stockers and feeders in *Live Stock Western District Rates*, supra, (4) and that the reshipment rule, if enforced, would restrict or localize the movement of live stock in the western district and reduce the live-stock prices received by the producer.

"We have always recognized the fact that, within the western district, stockers and feeders, from a transportation standpoint, are separate and distinct from fat live stock. This distinction is primarily due to the peculiar and difficult conditions incident to the production of live stock in the western district. The bulk of the western stock is produced in the arid or range sections. Due to the lack of population there are no large markets for live stock within those sections, and due to the lack of moisture the pasturage and feed facilities available there generally are insufficient to put the animals in proper condition for market. It is clear, therefore, that the conditions under which western live stock is produced necessitate a movement of inferior animals, known as stockers or feeders, from the producing sections to pasture or feed points outside those producing areas.

"In the report above cited we found that stockers and feeders do not require the fast service accorded fat stock consigned to the markets, that they are less valuable and not as susceptible to injury in transit, and there are fewer loss and damage claims on them than on fat market live stock. Stockers, generally being young immature animals, are easily distinguished from fat live stock. This is not always true as to feeders, because poorly fed adult animals sometimes are slaughtered.

"Several witnesses with many years' experience in the western live-stock industry testified that many stockers and feeders are sold by the producer before, while many others are sold after, they arrive at the pasture or feed points. Upon arrival at such points the animals frequently are resold by the consignee to third persons having no interest in the transportation to those points, and at the time of shipment to the feed or pasture points the producer does not

know that the animals will be reshipped from those points by rail, or at all, because that is an unknown and undeterminable element until final sale of the animals has been consummated. It is apparent, therefore, that the rule, if enforced, would place the producers in a position where they could not execute the certificate or affidavit forms which are essential to the application of stocker-feeder rates, and this in turn would force the producers to sell their stockers and feeders on basis of the 100 per cent rates, reduce the prices received by the producers, and tend to restrict or localize the movement of stockers and feeders.

"If the producer should be fortunate enough to find a purchaser willing to guarantee subsequent reshipment by rail, and if the producer should, in view of that guarantee, execute the certificate or affidavit and thus obtain the benefit of the 85 per cent rates for the haul from origin to the feed or pasture points, he still would be liable for undercharges if the first purchaser should resell the stock to some third person and if that person should reship the animals by truck instead of by rail. It is clear that under the assailed rule the rates ultimately applicable on stockers and feeders, in the final analysis, are determined by the form of transport selected by the final purchaser for shipment of the fat animals, if they are reshipped at all, and the final purchaser may be and frequently is a person having no interest in the transportation from origin to the pasture or feed points and not a party to the transportation contract relating to that movement.

"Defendants attempt to justify the rule by asserting that stocker-feeder rates are analogous to, or in the nature of, proportional rates, and, further, that they create a transit arrangement or alternative basis of rates. The stocker-feeder rates prescribed in *Live Stock Western District Rates*, supra, were prescribed neither as proportional rates nor as transit rates but as local rates, and defendants' tariff, in making the application of those rates in all instances dependent upon the carriers' receiving of a second rail haul, are, in certain respects, in violation of our findings and order in that proceeding. Moreover, the assailed rule had been in effect about a year before we modified our findings.

"The application of transit rates, proportional rates, and other types of exceptional rates frequently is dependent

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Sweep, Stacker And Hay Loader

ALL-IN-ONE Machine. One man with tractor or truck, gathers Hay, Beans or combined Straw from Swath, Windrow or Bunch; elevates, carries or dumps load at any height. Stacks, loads Wagons, delivers to Baler or Silage Cutter. Made of steel to last a lifetime. EASY TO HITCH on - EASY TO OPERATE.

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upon a further rail movement, but, with the single exception of stockers and feeders moving under the assailed rule, there is no commodity upon which the application of local rates, or the only rates, thereon is contingent upon a subsequent movement by rail or otherwise. No such rule as that assailed applies on stockers and feeders between points within western trunk line, southwestern, and southern territories. In fact, the application of the rule is limited to stocker-feeder live stock moving between (1) transcontinental points, (2) points within the State of Nebraska, and (3) certain points within the Pacific Northwest.

"Defendants also contend that the assailed rule is necessary to prevent abuses or misuses of the stocker-feeder rates and, on exceptions to the examiner's proposed report, their counsel assert that the misuses and abuses referred to include 'the device of describing fat stock as feeders and billing the same to a point within easy truck haul of a market or slaughter point,' from which point the stock is trucked to market. This record contains no specific instance of any shipper ever having misbilled or misdescribed fat live stock as stockers or feeders for the purpose of obtaining the benefit of the lower rates on the latter. The penal provisions of the act were designed to prevent such practices and it has not been shown that they do not effectively serve the purposes for which they were enacted. Moreover, defendants' tariffs carry a special rule specifically designed to prevent application of stocker-feeder rates on fat stock. This rule provides that, if the carriers 'have any reason to believe that any part' of a shipment was sold for slaughter within thirty days after arrival at pasture or feed points, the charges on the entire shipment will be increased to the basis applicable on fat stock, unless the consignee makes an affidavit to the effect that all the animals included in the shipment are 'properly described as' stockers or feeders 'and that no portion of this shipment... will be sold or used... for slaughter within thirty days after arrival at' pasture or feed points. Rigid enforcement of this rule would tend to prevent the application of stocker-feeder rates on fat stock, but at the time of the hearings it was not defendants' policy to enforce the rule, and they had no printed copies of the affidavit required by the rule. Defendants' apparent lack of interest in proper enforcement of the thirty-day affidavit rule suggests that they are more interested in recapturing the traffic than in applying the proper rates on the animals."

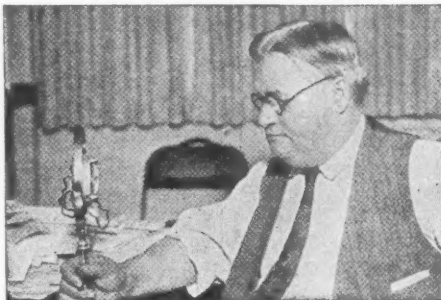
We have liberally quoted from the foregoing decision of the commission because it is wholly sound, and, among other things, it deals comprehensively with (a) the reports and orders of the commission prescribing the present interstate rates on live stock, (b) the justification for the lower rates on feeders than on fat live stock in the western district, and (c) the long existence of such lower rates.

Next month we shall review the formal cases pending before the commission.

MARKETS

HOG PRODUCT DELUGE DEMORALIZING MARKETS

By JAMES E. POOLE



A DELUGE OF HOG PRODUCT IS responsible for current and prospective demoralization at every live-stock market in the country. Processors are killing hogs on "both benches," packing-house employment is close to the 100 per cent mark, and, as a corollary, distributive trade is swamped. This condition was heralded for months, or since it was possible to get a line on 1939 spring farrowing, the glut ogre assuming a more threatening attitude when an unprecedented crop of fall pigs arrived. Hog slaughter during the current year promises to establish new records, both on a numerical and poundage basis. That of January was 32 per cent in excess of the same month of 1939 and the largest for the month in seven years. In trade parlance, the country east of the Missouri River and south of the Ohio is "lousy" with hogs. February dumped thousands of fall pigs into the market hopper—healthy shots that merely intensified a nation-wide selling campaign.

Speculation concerning the unsold portion of the crop is wide. No statistics are available other than that stocks in processors' hands are accumulating rapidly, especially in the case of lard, of which there is an immovable mountain. By the end of March it is probable that lard stocks will break all previous records. On February 1 the accumulation was 67 per cent above the previous five-year average and 52 per cent in excess of a year ago. Pork stocks increased 25 per cent in January and are still piling up.

Naturally this has played havoc with the other species. Live muttons are suffering least; fat cattle have been damaged to the extent of at least \$1 per cwt. Beef accumulates in the cooler while processors resort to strenuous effort to push hog product into consumers laps. Everything in the way of animal and avian foods has been sidetracked to give pork the right of way. An Atlantic-to-Pacific campaign to swap hog product for cash was launched early in February, the National Live Stock and Meat Board joining forces with the packers' insti-

tute. Publicity was lubricated with cash expended on newspaper and magazine advertising and radio conversation involving an enormous sum in the aggregate. Meanwhile consumers showed signs of satiation, prompting renewed selling effort. Individual packers took entire pages in metropolitan papers dealing with such novelties as "wham," "bam," and "spam," canned pork delicacies that threaten recent popularity of less palatable if not less nutritious South American canned beef.

Late in February a new pork popularization campaign was launched after organization of American Pork Producers, Associated, at Peoria, followed by a hotel powwow at Chicago. New slogans, including, "Make meat consumers pork conscious" and "Eat pork for breakfast," were coined. Current pork consumption, the highest on record, makes all this effort futile, as the public is already pork-price conscious. Packers announce a policy of not storing a single pound of pork or lard that can be disposed of pronto. Despite this they will go into the summer packing season loaded to the guards with nothing but low cost in their favor. The extent to which the population is on a pork diet is indicated by vastly expanded country slaughter. Farm killed hogs are on sale in urban suburbs. "Buy half a hog from the farmer" is a familiar roadside admonition, while freezer boxes in the smaller centers are loaded with fresh pork intended as a reserve summer supply. Pork sausage factories have sprung into existence in mushroom fashion all over the hinterland, doing a flourishing mail order business.

Running true to form, chain stores are "featuring" fresh, smoked, canned, and otherwise attractive hog product. Other meats have been practically banished from advertising lineage and in large measure from display counters, where even edible offal is paraded, such parts of the carcass as head meat, feet, hearts, kidneys, and liver being toted homeward in prodigious quantities by economy-imbued housewives. At the beefhouse, pork is anathematized profusely but futilely. That the product of \$8 to \$10.50 cattle cannot compete with that of \$4.75 to \$5.25 hogs needs only assertion.

Nothing of a fortuitous nature can be detected about the current slumpy condition of live-stock markets. Everything was cocked and primed for a debacle when the swine production cycle expanded two years ago. Cattle went into feed-lots last fall at prices conceded to be prohibitive of profit in the finality of the operation, and nothing favorable has developed meanwhile. Optimistic forecasts, official and private, of appreciation because of greater purchasing power was based on expanding industrial activity that failed to materialize. War influence is wholly lacking, so far as

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meat is concerned, and the industrial centers are subsisting largely on pork. Fortunately for live-stock feeders, government effort to boost corn cost has failed, although a widespread corn-holding policy has forced cattle feeders to liquidate prematurely, as cribs could not be replenished locally.

At the moment, the atmosphere is surcharged with liquidation impulse which cannot be restrained. Countless thousands of immature light shotes costing 3½ to 4½ cents per pound and warmed-up steers selling at \$7.50 to \$8.50 per cwt. tell the story. Hogs cannot be fed out on 50-cent corn at present prices, and carrying cattle into long feeds gets no incentive as prices melt away under a steady process of attrition. Cattle slaughter is running about 8 per cent less than during the corresponding period of 1939, which merely means sacrifice of steers that under more promising conditions would have been corned another sixty days or longer. Feeders have turned down both thumbs on short-feds all winter, throwing thousands of light steers selling in the \$8 to \$8.50 bracket into feeders' hands without competition. Normally condition improves as the winter works along. This year has been an exception, a large percentage of February steer supply selling in the \$8 to \$9.25 range.

Weight is getting rough treatment. Rarely have cattle put into feed-lots during September and October made such rapid gains, and as they reached the 1,200-pound stage feeders became semi-panicky. An occasional load of prime 1,300- to 1,400-pound bullocks found the New York kosher outlet at \$11 to \$11.75; the rank and file of dressed beef steers in this range of weight sold at \$9 to \$9.75, and, lacking quality, under \$9.

Canada did not figure in the role of price demoralizer this season, but Pennsylvania, departing from custom, laid in thousands of aged Virginia grassers last fall, awed by high cost of western light stock cattle, and, dumping them into Lancaster, Baltimore, and Jersey City during January and February, practically eliminated eastern orders for similar type 1,200- to 1,400-pounders at Chicago. This excursion has been so disastrous that it will not be repeated. Under consumption requirements a decade ago, recent marketings of heavy steers would not have been excessive; under new conditions, they are notoriously difficult to move over the scales, lying around the yards several days, except during brief short runs. Carrying excessive weight and lacking quality, they have sold recently at as low as \$8.50. Heavy fore-quarters can be sold intact to kosher trade; to move hinds, boning is necessary—always an expensive process involving labor and shrinkage.

During the first six weeks of the year, a decline of approximately \$1 per cwt. caught the bulk of fed steers. Yearlings suffered least; plain and rough heavies most. An outstanding phase was reliable

demand for common steers selling below \$8, provided they toted a beef covering, as the product could be priced low enough to meet pork competition. Choice long-feds and yearlings with sufficient merit to earn \$11.50 to \$12.25 per cwt. were immune until affected by general depreciation. Had a few more of this type been available killers would have sliced off a dollar. As it was, old-crop cattle all but ran out, followed by a procession of new-croppers weighing anywhere from 1,100 to 1,300 pounds and selling in an \$8 to \$9.75 bracket. These uncovered the lowest levels of the year late in February when \$10 to \$10.50 took both yearlings and handyweights good enough for any trade.

Surprise is frequently expressed that fat-cattle values have been maintained at recent levels. This has discouraged feeders, as each successive loading realized less money and the weight handicap was emphasized. Notwithstanding initial cost, rapid inexpensive gains enabled many operators to liquidate with profit or at least without loss. Whenever markets run into minor depressions, feeders' first impulse is to go along with it; but, if the depreciation continues, unloading becomes precipitous. Current weakness is due mainly to discouragement, generating a selling mania that will eventually run its course. January and February dumping of merely warmed-up steers, thousands having no legitimate place in beef distribution, could have been averted had a modicum of confidence existed. Slaughter figures suggest plenitude; character of supply spells premature marketing.

Other phases of butcher cattle trade display reasonable stability. There is always a market for heifers regardless of whether the price is \$7.50 or \$10.50 per cwt. As in the case of steers, feeders are cashing light warmed-up heifers costing \$8 to \$9 per cwt., as they are profitable. Demand for \$4.25 to \$5 canner and cutter cows is stable and broad; beef cows, \$6 to \$7.25, are in competition with cheap steers, the immediate future of both types depending on how many southern steers report during March. A tough, ancient dairy bull outsells a beef bull 50 cents per cwt., as the former is adapted to sausage-making and the latter goes to the beef-rail.

Live muttons sell to better advantage than anything going over a stockyard scale. Occasional dips put top lambs down to \$9, the bulk to \$8.75 to \$8.85; but an immediate reaction to \$9.25 to \$9.50 is inevitable. Corn Belt holdings of western lambs are down to the disappearance stage, throwing the bulk of visible supply into Colorado and western Nebraska. Kansas wheat fielders are lacking supply, although the Texas Panhandle conceals about 40,000 head on bundle feed. Fat lambs have absorbed initial cost plus feed bills all winter, although the margin has been thin on the dips. Dressed trade, somewhat impaired by cheap pork, is reasonably

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healthy. Favorites with killers are fed Texas yearlings costing \$7.50 to \$8.25, but fresh shorn lambs are selling \$1.50 per cwt. below wool skins.

A MARKET TRANSFORMATION

A CATTLE MARKET TRANSFORMATION, discrediting every scrap of "trade" dope, occurred in the fat-cattle market during the week ending February 24. The market went from a surfeit to semifamine condition. Prices advanced 50 to 75 cents, compared with the low spot on February 13. Some shipping grades showed an advance of \$1. Revival of New York demand and subsidence of semipanicky psychology in feeding circles were responsible factors. A previous flood of warmed-up near-beef steers all through January was sharply reduced, indicating either renewal of confidence or passing of the residue of the winter-fed supply into strong hands. Previously a 25-cent advance swelled the marketward movement; a 50-cent upturn exerted the opposite effect.

At the upturn, choice 1,420-pound steers realized \$12.25; one load of 985-pound yearlings scored at \$12.75; and a long list of \$11 to \$11.90 sales to eastern shippers was recorded—all weights, from 1,000-pound yearlings to 1,450-pound kosher bullocks. Substitute heavy steers, used by eastern killers to cheapen cost on the beef-rail, advanced 50 cents or more. When on Wednesday, February 21, the country sent an all-beef run, with a conspicuous \$10 to \$11.75 percentage, shippers grabbed every bullock at the highest prices since midsummer of 1939. Naturally, cheaper grades followed, getting the short end of the upturn, as feeders, sensing a change in the trend, decided not to continue their sacrificial policy of January.

Disappearance of Canadian competition, keen at the corresponding period of 1939, was a bullish influence. Pennsylvania's winter crop of fed Virginia cattle ran out, but probably the major bullish influence was a healthier beef trade. It may have been merely a coincidence, but inauguration of an "Eat More Pork" campaign proved ineffective. Hogs reacted to the low period; beef cattle spurted. Incidentally, lambs advanced about \$1 per cwt. from the low spot to a \$10 top on February 14, when \$9.65 to \$9.90 bought the bulk. Eastern demand was responsible for this also.

Killers paid this appreciation under protest. It has enabled feeders to bag profits instead of losses, put life into the stocker market, and actually developed an era of good feeling. Possibly it is a moment for "touching wood," but such reversal of form at a moment when trade was in a quagmire of despondency is encouraging.

At this writing, bulk of the fat or shipping cattle grading good to choice is concentrated in Chicago territory. Commenting on this, the *Omaha Journal Stockman* explains that lack of actual sales of steers above \$10.50 has put

western trade at a nominal quotation basis. Even at Chicago a full load of prime cattle above \$12 is rare—an astounding fact, with the whole Belt full of 50-cent corn.

If, as surface indications promise, liquidation has run its course, the outlook has been clarified. When cattle in the upper price bracket are marked up legitimately, medium types invariably follow.

NO CHEAP STOCKERS

WINTER CATTLE REPLACEMENT has been seriously curtailed by scarcity of green steers and heifers, feeders refusing to give second-handers, the two-way type that has been on corn, consideration. As the rise of grass approaches, country interest generates. Scarcity measured by demand if not by actuality is recognized. The annual problem of refilling Kansas and Oklahoma pastures looms ahead, and, although the task has been accomplished over a long period, no certainty of repetition exists on this occasion, as the necessary quota would not have been secured last year but for drought on the southwestern breeding ground.

At northern markets the winter movement to feed-lots has been cut in two. Interior or crossroads auctions have invariably been well attended, although these gatherings are social rather than commercial. Chicago trade would have been a blank but for yearlings and calves acquired in the West by speculators. Anything wearing a hide that can be put on grass, six weeks hence has had a bid, finding ready sale at prices out of line with butcher stock. Ten long-age calves and short-age yearlings could have been sold during February where one was available in a range of \$8.50 to \$9.50; well bred whiteface calves realized \$10 to \$10.25. Pasture owners in Chicago and eastern territory are ignoring quality for price, however, establishing a wide range of prices, \$6.50 to \$9.50 on the bulk. Much of the offering lacks quality, even in the case of whitefaces. Red stocker calves and yearlings are in demand at \$6.25 to \$7.50. At Kansas City, choice 560-pound Herefords sold late in February at \$10.10; reds and roans, all weights, \$7 to \$7.50. At interior Iowa auctions \$9.50 to \$10 are going prices of whiteface calves and yearlings.

Winter trade on the southwestern breeding ground is brisk to the extent of a limited supply. Down in the Great Bend country, breeders sold closely last fall, owing to drought. Moisture meanwhile has eliminated possibility of distress selling. Cow herds have been reduced to the danger point, necessitating conservation of breeding stock. January and February calf sales in a \$10 to \$11 range, depending on weight and quality, indicate potential demand the moment grass rises, with every indication that spring requirements will be anticipated. For April and May delivery in the

Southwest, asking prices are \$9 to \$10 for steers; \$9 for heifers.

Winter liquidation of fat cattle all over the Corn Belt is proceeding apace. The rise of grass is uncertain, and existing beef prices afford scant encouragement for replacement at current cost. The entire region east of the Missouri River is muddy on the surface, owing to liberal snowfall during the past two months, but subsoils are as dry as back in 1936, the big drought year. This aridity may be remedied by spring rain this side of May, but pastures in the farming belt have been improved to such an extent as a result of soil conservation efforts that dry spell effects are minimized. The old-time permanent pasture—rough land never subjected to cultivation or fertilization and its covering largely running to weeds—is at the vanishing stage. Contour cultivation is responsible for an annually increasing pasture acreage, creating a serious utilization problem. Probably 50 per cent of the slope areas are in rapid process of conversion into pasture or roughage crops of the legume family. Experiments with strip and contour plowing demonstrate that on such areas grass is more profitable than grain.

This year another 12 to 15 per cent cut in corn acreage means more grass and roughage, impossible of utilization either by cattle or lambs. Local sheep flocks are rapidly increasing, but beef herds are still novelties. Farmers acquiring western cows one season send them to the butcher when the first crop of calves is weaned, although they could not be reinstated for the money they cost. Sporadic crossing of beef bulls and Holstein cows is also an in-and-out performance. Such is southern demand for northern-grown milch heifers, yearlings, and two-year-olds that this operation is more profitable than making fat yearlings.

Thirty days hence, stock-cattle demand will assert itself, although both supply and demand depend on physical conditions. Should these be favorable on the breeding ground, few cattle will be available early, as grass means cheap gains. A possibility exists that grass will not rise early in the Corn Belt, as a wet subsoil is essential to making feed; but the whole country is short of yearlings, including 1939 calves, and, when farm pastures green up, the first impulse of the owner is to buy cattle—a doubtful policy, especially when humidity is lacking. The writer has, during the past two months, traversed the major portion of Iowa, Indiana, and Illinois, the western section of Ohio, and central Kentucky. Everywhere the principal topic of conversation is replacement cost. Banks are full of money, but lenders are predisposed to caution, which is not surprising in view of current developments in the fat-steer market. Feeders of two-year-old steers have taken such severe punishment recently that they are refusing to give weight

consideration, creating certainty that mediocre and inferior light cattle are scheduled for a broad outlet. What grass owners look for is anything susceptible of summering at minimum cost. After that it will be put on new corn ninety to 120 days.

How far the present pasture craze—using that term advisedly—will go is a matter of speculation, but culmination is not in sight. Millions are being invested in farm land everywhere—much of it city money seeking a safe place—and new owners are soil conservationists. Much of this land has been corned to the limit, and capitalists are less concerned with immediate financial results than fertility restoration. A matter of one or two years interest on their investment does not count, as the money has been lying in the bank earning nothing or in government and other low-yielding bonds. The lure of land investment is magnetic, and in the finality of this evolution beef herds may multiply. That no cheap stock cattle will invade the market this year is not open to discussion. Supply is at low ebb; actual and potential buyers are numerous.

INTEREST IN CHECKS

INTEREST IN FACE VALUES OF next year's corn-hog checks dominates Corn Belt agrarian circles. Practically none exists with respect to fundamentals. Ninety per cent, tenants and owners, resent slashing by the House of the President's farm budget. Of Secretary Hull's trade treaties they know nothing and care less. With the rank and file of farmers this check is considered sacrosanct—an established institution. That Congress will pare it is inconceivable. The House did slash the President's budget advice, but this is considered mere palaver—a ruse to deceive the country with economical intention. Mr. Wallace, ever on the alert to protect agrarian interests, intimates that it "can't be did," that the House slash was based on a misunderstanding. "I would ask farmers this question when they went to vote: Which way are you most likely to be taken care of in 1941?" he added.

Various outcroppings of agrarian opinion are interesting. The trade pact program is a deep and dark mystery to the great majority. Insistence that agriculture and industry must be put on an equal basis either by wiping out the industry-protecting tariff or providing sufficient public funds to put agriculture in its various phases on a parity is a popular theme with rural politicians. Nine out of ten will assert that the Hull treaties, in effect and proposed, were concocted in the interest of agriculture. Probably the same percentage is wholly ignorant of what has been accomplished in the way of throwing down the bars to foreign foods in the interest of industry. Mr. Wallace's endorsement of the Hull program has, however, been widely and effectively advertised. Ask

any county agent or county AAA committeeman about it, and his reply will be that approval by the agricultural secretary should eliminate all opposition. More money for corn-hog checks is the vital issue.

And yet all is not peaceful in the higher strata of the Farm Bureau. Earl C. Smith, recognized top man of that organization in Illinois, expressed the opinion at a Stevens Hotel gathering recently that billions of dollars of federal money have been spent for farm relief during the past seven years but that the real farm problem as related to the future has not even been approached. "Everything yet done by Congress for the solution of the farm problem," he asserted, "has been done to appease farmers rather than solve agricultural problems." He complained that farmers had been compelled to witness more or less partisan influence creeping into the administration of farm laws, to accept compromises in proposed laws and greatly reduced appropriations, expressing regret at continued necessity of being forced to ask Congress for more money to carry on the farm program.

The trouble is that there is not enough money to go around. As the

Secretary suggests, farmers have votes, but they are greatly outnumbered by other groups, particularly "senior citizens" demanding pensions and social securities, whose appetite for increased appropriations is abnormal. In the clash, the latter exert a potent influence. In 1930, \$90,000,000 was the farm appropriation; by 1934 it had jumped to \$403,000,000; in 1935, to \$944,000,000; and in 1939, to \$1,250,000,000. Complaint is rife in the proletarian section of agriculture that a small minority of farmers on an extensive scale is hogging the deep end of the feed trough. One suggestion, not without merit, is a maximum annual payment of \$1,000, which is likely to be popular with 85 per cent of the present beneficiaries of Uncle Sam's largess. William Allen White, the sage of Emporia, Kansas, is advocating reduced farm benefits in the high bracket, asserting that \$1,000 is enough federal farm aid relief for any individual or corporation. "Farm relief is intended to help needy farmers but has been taken advantage of by designing men to secure large sums, adding the money to profits." His reference is to insurance companies and others who have foreclosed on extensive acreage

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and are operating profitably with subsidies.

Allen suggests three grades of farmers. The first, Grade A, now getting the big money, should be cast adrift to "root hog or die," adding that they won't die, as they know how to farm and have adequate capital. Grade B farmers should receive the bulk of government help, and Grade C, with scant taste for farming, should be eased off the land as quickly as possible.

To all of which Earl Smith replies: That Congress and the administration "take immediate steps to put farm prices up to full parity level, a price level that would give farmers buying power equal to what they had immediately before the World War." An oft-repeated contention that sounds trite. In effect it would necessitate price-fixing.

Mr. Wallace, whose primordial obsession is processing taxes, is again voluble on that hackneyed subject. His certificate plan is getting wide advertising, with a paucity of approval. In the list of commodities to be inflicted, he omits corn and live stock, leaving the implication, however, that, after using other commodities sold to processors in the capacity of guinea pigs, live stock will be included. And the very suggestion of live-stock processing taxes generates wrath among producers, who have not forgotten that they figured in the rôle of goat when the backbone of swine trade was bent during the brief experimental venture seven years back.

The perambulating congressional committee under Republican auspices investigating results of agrarian relief policies is still on the circuit. Its sessions invariably develop beer garden atmosphere, furnishing newspapers an excellent line of copy, although futile so far as throwing the least light on a complex subject is concerned. Its report to Congress will be awaited with interest.

CORN SEALING

SEALING CORN MADE RAPID progress as the March 1 deadline approached. Results will not be known for two weeks after that, but in Iowa, Illinois, and sections of Minnesota every eligible kernel will be under a government plaster. Nevertheless an enormous bushelage remains in private hands, where confidence of government ability to mark up the price at least to the loan figure exists. Another cut of 12 per cent in 1940 acreage is considered a bull card; possibility of drought over the major portion of the belt, another. Winter consumption was curtailed by premature marketing of immature hogs and short-fed cattle and heavy imports of sago and other substitutes for corn starch and of molasses for fermentation purposes. The carryover from 1938, all government owned, was less than expected, and the AAA is the owner and proprietor of several thousand "tin cans" intended for corn storage purposes which have

been thrown on the market. Practically the entire stock will eventually go to farmers for a fraction of actual cost. Whether or not the AAA will be equal to the task of appreciating new crop corn to a level where the 57-cent loan will be justified depends on new crop prospects entirely, as export demand is negligible.

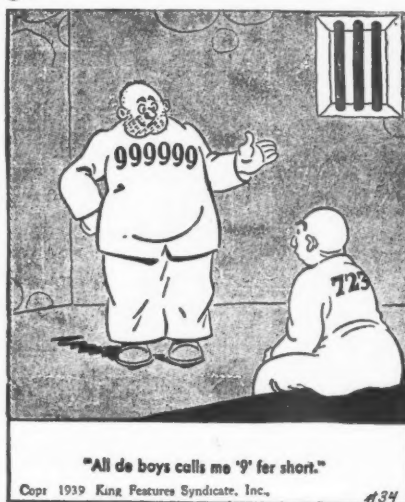
At Des Moines recently an AAA official stated that none of the government holding would be sold under 65 cents per bushel, which had the logical effect of stiffening the spines of holders not in the seal-up, who by free selling are in a position to break the cash market at any time.

The 1940 crop under new acreage restriction will be heavily fertilized, closely rowed, and assiduously tended. To insure another big crop, only compliance by Dame Nature is necessary. A vast increase in grain sorghum acreage and soy beans is inevitable. Four big corn crops in succession will break all precedent, and yet it is possible. The course of the winter market is a distinct disappointment both to the AAA and grain farmers. The 1940 acreage sign-up will be reduced somewhat by elimination of an element heretofore complying with the program but by the last cut are without adequate acreage to feed a few hogs, much less make beef. These will naturally plant every possible acre to atone for loss of government money.

In the event of drought, thousands of Corn Belters would not produce sufficient grain to operate with, necessitating pig sacrifice and abstention from beef-making.

HOG PROBLEMS

VARIOUS PROJECTS FOR REDUCING hog production are at the suggestion stage. Operation of economic law is the only possible solution. Low prices invariably expand consumption, which has happened recently, but they as infallibly curtail production. This has been the history of the swine industry since its infancy, but a new set of conditions has developed almost overnight.



Exporting, except to Canada and in limited quantities, is a closed chapter of trade history. The southern market for coarse meats—a legacy of the antebellum period—has been closed, never to reopen, as local production already exceeds consumptive requirements. This restricts the Corn Belt market to a narrow sphere that renders further expansion of the breeding industry dangerous. Between the federal department of agriculture, state colleges, extension workers, agricultural high schools, veterinary science, and other agencies, the production danger line has been passed. Farmers are growing hogs cheaper than ever before, largely owing to physical conditions and disease restrictions. Formerly it was a case of "root hog or die;" under the new dispensation, sanitation, comfort, and diet reduce mortality to a mere fraction of what it was when the average shote was under the necessity of rustling for a living in all seasons with only strawstack shelter. The "ton-litter" exponent must share responsibility for excess pork production, as his theories were generally put into practice. The average farmer now makes 200- to 250-pound hogs popular weights in three-fifths of the time consumed twenty-five years ago. Every well-managed farm boasts of a dipping tank and a hospital. Constructive breeding has made marked progress, especially in the former realm of the razorback, the entire industry having been put on a uniform type basis.

Right now the swine growers' problem is weight. The 300- to 400-pound lard type of barrow is anachronistic. One suggested remedy for pork gluts is sending hogs to the butcher at weights of 175 to 225 pounds, thus reducing tonnage and an annually recurring dose of lard. Possibly the problem will be partly solved by development of a new type, emulating Canadian example, in fact several state experiment stations are working on the task.

Canada has stepped up pork production in anticipation of war needs. Montreal and Toronto are paying \$9 to \$9.50 for bacon type hogs costing \$5 to \$5.50 at Chicago, but only a few thousand leave the United States weekly for Canadian processing plants. Dominion sanitary regulations, designed to exclude American products, are practically prohibitive of an extensive export trade under present conditions. England is dealing exclusively with Canada for meats but has rationed its population so strictly that consumption will be light, especially if beef imports from Argentina continue possible. American packers are confident that war continuance will develop exports, as Canada's pork surplus will soon disappear, as that country is under contract to send England 5,600,000 pounds of ham and bacon weekly.

American packers are storing meats in confidence that they will eventually find a British outlet. Prior to the war,

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Canada sent around 20,000,000 pounds of fresh and cured pork to this market—a trade that shut up like a jackknife during the latter half of 1939.

Current hog prices are about 3 cents per pound higher at eastern Canadian points than here, but dominion authorities have no intention of permitting imports of live animals. What impends is a practice of rough dressing at domestic plants, Montreal and Toronto curers finishing the job.

OUTLOOK CONFUSING

CURRENT CONFUSION IN COMMERCIAL live-stock channels defies intelligent prognosis. An axiom that the majority is always wrong may be operating, as optimism has totally disappeared. A developing opinion that the bottom of the swine slump was uncovered late in February has no significance, as processors had supported quotations previously. By pulling the peg they could have put up droves 50 to 75 cents lower without bursting a suspender. Their evident disposition is to hold drove cost around present levels until the bulk of the winter crop is in, whereupon they will take their bearings, catch second wind, and chart a summer course.

An upturn of \$1 per cwt. in hog prices would invigorate psychology, check dumping of both cattle and hogs, and generate a modicum of confidence now entirely lacking. The national meat box is crowded to the repletion stage. Of poultry in storage there is ample for the ensuing three months. Other foods are also superabundant and cheap. While Europe is on short rations, the North American garbage can is a well-filled receptacle. Countless thousands of hogs are fattening on its contents. A huge poundage of waste food that would afford feasts to 50 per cent of the war-infested-region population goes to the garbage incinerators every twenty-four hours.

In slack water, where the current is imperceptible, straws show the drift. At irregular intervals, on short runs, a stagnant cattle market is galvanized within a few hours. An illustration of this was afforded during the second week of February when the lowest fat-cattle prices of the season were uncovered Monday and Tuesday. Yellow slips—order cancellations—pursued eastern buyers all over the yards; disgusted salesmen drove consignments to the sheep-house for overnight protection; owners threatened to ship other consignments back to the country. Crediting the buying side of the trade with veracity, coolers were gorged with beef, outlet channels were congested, and nothing but pork had right of way over the retailer's block.

Notice the transformation. Exasperated shippers suddenly reduced supply 25 per cent; the alleged gorge was broken; trading revived, and the week-end prices were 25 to 50 cents higher. There is abundant precedent for such irregularity, although intermittent recurrence discredits gloom dispensers.

Congested beef coolers are not cleaned out overnight, although the vagaries of the dressed market are recognized.

Surfeited with cheap pork, a sudden switch by consumers to pork is possible. In a measure this is probably what happened at mid-February. Lenten observance has been overworked as an adverse meat trade influence these many years back. During the first and last weeks of the period consumption is undoubtedly reduced.

Relief from excessive weight will put a prop under the fat cattle by reducing tonnage, Canada will be far short of its quota, and heavy Virginia grass steers absorbed by Pennsylvania feeders last fall cannot run longer than thirty days. A large percentage of the Corn Belt purchases of western calves and yearlings last fall does not figure in the spring beef supply; a smaller percentage will be held out for summer grazing to go on 1940 corn. At least by April 1 slaughter should be reduced to 1939 volume, with substantial reduction in beef tonnage. If it is possible to eliminate 1,300-to-1,500-pound steers in January and February slaughter, the fat-cattle market, not tops but in the middle price bracket, could be advanced \$1 per cwt. merely by infusing confidence. The large percentage of light and medium weight, low dressing, short-fed cattle, 900 to 1,150 pounds, cashed since the turn of the year has reduced visible supply to an even greater poundage than numbers indicate. That much potential beef production is out of sight.

Everybody is not eating pork, or an increase in cattle slaughter of 8 per cent could not have been absorbed. Whenever a 25- to 50-cent spurt in prices occurs, killers have a plausible explanation that between paying killing gangs' standing time and advancing live cost they prefer the latter course. Probably the argument has merit, but it does not adequately explain a buying rush such as occurred on this occasion when eastern shippers, dressed beef concerns, and even jobbers who kill on commission participated. Backstage is the fact that beefhouses operate on limited reserve stocks, as, unlike pork, beef cannot be sent to freezers, and that whenever a few hundred carcasses assemble on the beef-rail the managing editor throws a fit, calls cattle buyers to the house, and awaits developments. Whenever, as occasionally happens, his holding moves suddenly onto the sold-rail, he berates cattle buyers for trying to put the house out of business.

New York and Boston beef trade is unseasonally fickle, coming to life at intervals, whereupon shipper buyers take plain and even rough 1,300- to 1,500-pound steers that a few days previously were ignored. Irregularity extends to every type of steers and heifers. Always buyers are on a keen scent for weak spots, and they have a faculty of locating them. Quoting a one-day market "steady to 25 cents lower" or the reverse is obfuscating, as invariably types of cattle in a minority get maximum action.

Much of what has happened in fat-cattle trade during the past months has been in the nature of seasonal adjustment, although the trend has been downward. This will continue, with variations, weight faring better as the proportion of heavy short-feds, bearing the brunt of recent decline, diminishes in numbers.

Processors loaded to the guards with hog product are now more interested in the value of their property than further depreciation. They are scanning the horizon for indications of diminished supplies, predicting a sharp cut in March slaughter, already finished light. Hogs 180 to 220 pounds are scarce, and there is no perceptible increase in the proportion of 280- to 350-pound fatbacks. Doubtless January and February slaughter was swelled by unloading under-



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weights and cashing 240- to 260-pound barrows to save corn and avoid running into weight. Processors' accumulation was put up at cost that should justify the investment, especially if export trade expands—always a possibility.

California's lamb crop is doing well under favorable conditions in both big valleys. The residue of the winterfed crop is in strong hands—Colorado and Nebraska. The southern crop has been set back seriously by an unprecedented winter, creating a prospect for higher March-to-June prices. Much depends on wool market action; but, as lamb is less susceptible to pork competition than other meats, a healthy trade is confidently expected.

IMPORTS

CANADA WILL NOT FILL HER 1940 fat cattle quota; Mexico may repeal last year's complement of stockers. Complete returns for 1939 show that aggregate cattle imports were 763,653, compared with 433,553 in 1938. Of those, the Canadian contribution was 283,983, of which 172,753 head, slightly under the quota, exceeded 700 pounds, entering at 1½ cents. Mexico sent 478,832, compared with 285,937 in 1938, of which 233,752 were in the 200- to 700-pound range, paying 2½-cent duty; in 1938 the number was 233,752. Mexico sent only 55,232 head above 700 pounds.

Meat imports in 1939 were 90,556,921 pounds of canned beef and veal; 40,966,808 pounds of pork. In 1938, imports of beef and veal were 81,893,093 pounds; of pork, 52,382,728 pounds. Elimination of Polish pork curtailed that item. Toward the close of 1939, imports of canned beef were reduced 50 per cent and have been light since.

HIDES MEET ADVERSITY; WOOL MARKET DORMANT

By J. E. P.

SPECULATORS ARE CREDITED with responsibility for current hide values. They took a chance on revival of export demand for leather, which did not eventuate, also restricted imports of South American hides, and are carrying a bag, as packers took the market right along. An increase of 10 per cent in the take-off since the turn of the year, coupled with official estimates of expanding slaughter, are adverse influences.

Tanners have abandoned hope of an export demand for leather and are keeping close to shore with hide replacements. Spot hide prices have lost half the gain of last September, with indications of further depreciation. Tanners buy on fractional declines but are never aggressive. Continuance of the European war may change the situation, but it is evident that England and France made preparation for military supplies. The civilian populations will resort to cobbling.

Inventories of staple leathers show an

increasing tendency. Manufacturers assert that wholesale shoe prices do not show advances commensurate with rising leather and labor cost. Winter hides are running to poorer quality.

The spring shoe season is getting under way, but style change is the expectation, so that retail trade is far from brisk. Demand for the cheaper grades of shoes has been well maintained, but high cost types are not moving in normal volume. The time for placing spring orders is practically over; consequently production during the first quarter of 1940 will be considerably less than that of the previous corresponding period.

Between imports of South American hides, curtailment of shoe factory activity, and increased leather inventories, further depreciation in hide prices will be logical. Last October the visible hide supply was at low ebb—12,402,000 pieces. By January it had increased to 12,792,000 pieces. From a high volume in 1939, consumption has declined to the lowest level since 1938. Last October stocks were equivalent to a 6.8 months supply, against 8.10 months in 1938; at the end of January stocks were equal to 8.3 months consumption. The spring market depends on the take-off meanwhile, possible development of export demand for leather, and an active retail shoe trade.

Heavy native packer steers are on a 13-cent basis; heavy Texas, 12¾ cents; light natives, 13¼ cents; heavy butts, 13 cents; and heavy Colorados, 12½ cents. Packer cow hides are selling at 12¾ to 13¼ cents.

Heavy shoe production last year was not cleared; consequently factory owners are not crowding machinery.

WOOL LIFELESS

NOTHING IS EXPECTED FROM A dormant wool market in the immediate future. Growers' hopes are high, based on opinions expressed by trade oracles, and millmen are playing a waiting game. At this writing, the market is flat on its back, with no symptom of activity. A Boston expert predicted at Albuquerque, New Mexico, recently that 1940 prices would rule 7 to 14 cents per pound higher than last year, infusing southwestern growers with bullish ideas. He based this on British control of Australian and New Zealand clips; also high domestic stocks. Right on the heels of this a stalemate developed at the Phoenix, Arizona, sale when nine Boston bids were rejected, the highest bid for approximately 100,000 pounds offered being 27½ cents per pound in the grease, or 82 to 84 cents clean basis. A year ago the Arizona offering realized 62 cents per pound, clean basis.

This means that much wool will be consigned unless dealers and millmen change their ideas. Current prices are normal, as sales are restricted to off-lots. Canada, which is short of wool needed to fill British orders, is the most conspicuous buyer, taking low cross-bred South African wools at 75 to 78 cents,

scoured. Texas fall-shorn wool is selling at 67 to 70 cents, scoured. Such fleece wools as are selling cost 37 to 39 cents in the grease, and little can be sold on that basis. Small lots of fine territory wools are moving in Boston at 90 to 95 cents, scoured basis.

Despite heavy imports last year, domestic stocks are still low. Apparel wool imported in 1939 aggregated 98,193,602 pounds; carpet wool, 144,872,000 pounds. This compares with 30,811,427 pounds of the former and 71,908,199 pounds of the latter in 1938. Uncertainty concerning supplies has been clarified by receipts of substantial quantities from South Africa and South America. Moderate quantities of Australian wool have been bought to arrive before the domestic clip moves to market in volume.

Such raw wool prices as are available have drifted slightly lower on a limited trade. Prices are about 10 per cent below the September high point although 40 per cent above the level of last summer. Retail sales show a lagging tendency; increased raw material and labor costs are bound to be reflected in higher clothing prices ultimately, a fact retailers are stressing in extensive advertising, although consumers show no anxiety to replenish wardrobes. Probably an actual upturn would be effective in stimulating purchasing.

Since the spurt of last September, piece goods trade has had a relapse. A fair yardage of goods has been sold for next fall but on a declining price basis.

J. A. Hill, of Wyoming, commenting on the downward trend of prices, says:

"There has not been enough market to test prices; changes in quotations are in the nature of getting domestic wool into line with South African prices and bring spot tops into line with futures."

"Difficulty has developed in the futures market because tops made from South African wool can be delivered without discount and many manufacturers cannot use this wool. Unless regulations are changed, no South African or Australian wool can be used in government contracts. So we have the situation that the price of top futures has been set by the cost of tops made from South African wool and at the same time actual tops made from domestic wool and sold in Boston have been 10 to 12 cents per pound higher than spots in New York. Tops made from South African wools are so undesirable that manufacturers have sold them to get out of the market."

No new clip contracting in the West is reported. What is probable is concerted action by growers to hold. The British government has increased the price of South African wool 4 pence per pound, clean basis, which is equivalent to 6½ cents at the current rate of exchange. An impression exists that African wool has been sold below replacement prices to induce domestic growers to take a less bullish view of the prospect.

Not until growers start selling freely will the outcome of the present stalemate be determined. Western growers hold the key to the situation.

AMERICAN CATTLE PRODUCER

CHICAGO LIVE STOCK PRICES

	Feb. 15, 1940	Jan. 15, 1940	Feb. 15, 1939
Slaughter Steers—Ch. (1,100-1,500 lbs.)	\$10.00-11.50	\$10.50-11.75	\$11.25-13.25
Slaughter Steers—Good	8.75-10.50	8.75-10.50	9.25-11.25
Slaughter Steers—Ch. (900-1,100 lbs.)	10.75-11.75	11.00-11.85	11.50-13.25
Slaughter Steers—Good	8.75-10.50	9.25-10.50	9.50-11.25
Slaughter Steers—Med. (750-1,300 lbs.)	7.50-9.00	7.50-9.25	8.00-9.50
Fed Young Steers—Gd.-Ch. (750-900 lbs.)	10.75-11.75	9.50-11.85*	9.25-12.50†
Heifers—Good-Choice	8.50-10.75	9.00-11.00	9.25-11.75
Cows—Good	6.25-7.00	6.50-7.25	6.50-7.25
Vealers—Good-Choice	10.00-11.25	11.00-12.50	9.50-12.00
Calves—Good-Choice	7.50-8.50	8.00-9.00	6.50-8.00
Feeder and Stocker Steers—Good-Choice	9.00-9.50	7.50-9.50	8.00-9.50
Feeder and Stocker Steers—Com.-Med.	6.50-8.25	6.00-8.00	6.75-8.00
Hogs—Med. Weights (200-240 lbs.)	5.30-5.65	5.70-6.00	7.95-8.25
Lambs—Good-Choice	9.15-9.40	8.90-9.25	8.75-9.25
Yearling Wethers—Good-Choice	7.75-8.50	7.25-8.00	7.50-8.00
Ewes—Good-Choice	4.10-5.15	3.75-4.85	4.25-5.15

* 500-900 pounds. † 550-900 pounds.

HOLDINGS OF FROZEN AND CURED MEATS

Commodity in Pounds	Feb. 1, 1940†	Jan. 1, 1940	Feb. 1, 1939	Five-Yr. Av.
Frozen Beef	64,011,000	62,961,000	37,677,000	83,180,000
Cured Beef*	14,532,000	14,013,000	15,449,000	21,811,000
Lamb and mutton	4,277,000	4,803,000	2,925,000	4,671,000
Frozen Pork	258,145,000	178,622,000	221,155,000	214,165,000
Dry Salt Pork*	80,942,000	67,510,000	67,891,000	75,161,000
Pickled Pork*	248,621,000	223,327,000	237,365,000	295,272,000
Miscellaneous	103,503,000	94,733,000	76,238,000	95,688,000
Total Meats	774,031,000	645,969,000	658,700,000	789,948,000
Lard	201,822,000	162,105,000	132,078,000	120,454,000
Frozen Poultry	167,185,000	167,643,000	133,531,000	130,612,000
Creamery Butter	29,187,000	55,462,000	111,354,000	45,142,000
Eggs (case equivalent)	1,717,000	2,597,000	1,574,000	1,923,000

*Cured or in process of cure. †Subject to revision.

CHICAGO WHOLESALE DRESSED MEAT PRICES

	Feb. 15, 1940	Jan. 15, 1940	Feb. 15, 1939
FRESH BEEF AND VEAL—			
Steer—Choice (700 lbs. up)	\$14.00-16.00	\$15.00-16.50	\$16.50-18.50
Steer—Good	13.00-14.00	14.00-15.00	14.50-16.50
Steer—Choice (500-700 lbs.)	14.50-16.50	15.00-17.50	16.50-18.50
Steer—Good	13.00-15.00	14.00-15.50	14.50-16.50
Yearling Steer—Choice	15.00-16.50	16.00-18.00	16.50-18.50
Yearling Steer—Good	13.50-15.00	15.00-16.00	14.50-16.50
Cow—Commercial*	11.00-12.00	12.00-13.00	12.00-13.00
Veal—Choice	14.50-16.00	16.50-17.50	17.00-18.00
Veal—Good	13.00-14.50	15.00-16.50	15.50-17.00
FRESH LAMB AND MUTTON—			
Lamb—Choice (55 lbs. down)	14.00-17.00	14.00-16.50	14.50-17.50
Lamb—Good	13.00-16.00	13.00-15.50	13.50-16.50
Ewe—Good	7.00-8.00	6.50-7.00	9.00-10.00
FRESH PORK CUTS—			
Loins—8-12 lb. average	11.50-12.50	11.50-12.50	16.50-18.50

* Previous classification "Good."

LIVE STOCK AT STOCK YARDS

	1940	January 1939	Five Yr. Av. 1935-39
RECEIPTS—			
Cattle*	1,104,403	1,156,343	1,210,433
Calves	460,259	483,432	521,544
Hogs	3,772,213	2,698,866	2,609,272
Sheep	1,728,380	1,747,341	1,875,330
TOTAL SHIPMENTS†—			
Cattle*	377,429	444,077	433,399
Calves	170,221	168,897	168,525
Hogs	1,007,244	753,882	766,745
Sheep	653,180	676,891	757,278
STOCKER AND FEEDER SHIPMENTS—			
Cattle*	149,546	209,401	168,822
Calves	50,500	49,849	36,432
Hogs	46,984	41,382	35,046
Sheep	118,913	112,751	113,537
SLAUGHTERED UNDER FEDERAL INSPECTION—			
Cattle*	827,348	761,460
Calves	416,291	414,828
Hogs	5,355,793	4,043,152
Sheep	1,598,193	1,455,711

* Exclusive of calves. † Includes stockers and feeders.

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FOREIGN

LIVE STOCK INTERESTS IN AUSTRALIA

By A. C. MILLS

THE WAR-TIME ACQUISITION BY Great Britain of Australian meat and wool is proceeding without fuss or bother. What is more important, the produce is being shipped without any undue delay. Despite German threats and frightfulness, more meat and at least as much wool have been cleared from Australia during the past four months as in the corresponding period of any previous season, and it is understood that only two vessels carrying the produce have been lost. They were sunk in the South Atlantic by the pocket battleship *Graf Spee*, which in turn met her end in December off Montevideo at the hands of three British cruisers.

For obvious reasons, figures relating to exports cannot be revealed, but it may be said that between September 1 and December 31 somewhere in the region of 285,000 cattle, 350,000 calves, 800,000 sheep, and 5,000,000 lambs were submitted for federal inspection and slaughtered for export at meat packing plants in Australia. Fully 90 per cent of the resultant beef and veal and 98 per cent of the lamb and mutton is destined for the United Kingdom or for feeding troops.

Since the wool appraisalment scheme was finalized in October, 1,450,000 bales (1 bale, approximately 300 pounds) have been priced to a total value of £21,299,147 Australian currency. The bulk of this huge weight of wool is being shipped to the United Kingdom, though not all. According to a recent official statement by the chairman of the Central Wool Committee, business has been done all over the world and negotiations in regard to supplies to allied and neutral countries have reached an advanced stage. Shipments, in fact, have been or are being effected to several countries, including Japan, America, France, India, and Canada.

As I mentioned in my previous letter, which gave details of the British meat and wool purchase plans, growers in Australia are to receive 50 per cent of any price over the fixed appraisalment rate that is realized for wool sold to countries other than the United Kingdom. The announcement that sales are being made to allies and neutrals is therefore very welcome.

While graziers as a body are fairly satisfied with the prices received for their products under the agreements, a certain amount of criticism is being voiced. For one thing, it is held in some quarters that a better arrangement might have been made in respect to beef. In the past it has been a trade practice of packers to offer higher rates

per pound for early deliveries and for prime light steers than for mid-season supplies and for heavyweights. Under the contract, there is no price per pound differentiation between these, and it is expected that the tendency will be for fatteners to hold their bullocks back so as to obtain the benefit of greater weights.

The danger of a general adoption of such a policy will be increased congestion at packing plants during the peak period of killings in the winter, and, if for any reason sufficient ships are not available to lift the meat, serious difficulties may arise. Cold storage accommodation at northern plants at the best is only sufficient to take care of normal slaughtering with regular outgoings. When it is pointed out that cattle often are on the road for weeks before reaching the abattoir, the non-arrival of even a couple of boats could result to chaotic conditions, especially as few plants have facilities for holding fats for more than a day or two.

The cattle buying rate for the 1940 export season has not yet been announced by packers. At the close of the 1939 season, those operating in South Queensland were offering \$7.70 per hundred, chilled weights at plants for first steers, \$7 for seconds, and \$6.25 for thirds, \$7, \$6.25, and \$5.60 for first, second, and third maiden cows, and \$6.50, \$5.60, and \$5 for the different grades of cows. The rate in central Queensland was 48 cents per hundred lower all round and in the north 96 cents to \$1.20 per hundred less. As costs of all freezing works supplies have risen sharply and still are in the upgrade, it is uncertain if the export companies will maintain 1939 prices. Fortunately for cattlemen, the trade has been spared an advance in abattoir and cold storage wages. Shortly after the outbreak of war, the unions representing those workers applied to the industrial court for material advances in pay and for reductions in daily tallies

that would have increased costs quite a lot. The court, however, last month ruled that conditions do not warrant any present variation in the awards under which the men are working.

Proof that the modern low-set Short-horn is as well able to travel distances as old-time long-legged beeves was demonstrated in a recent western Queensland driving feat. Towards the close of last winter it became necessary to transfer by road 5,370 young run-bred steers and cows from one property to another 750 miles away. For convenience of handling, the herd was divided into four mobs. They were on the road twelve weeks, and a total of 5,350 was delivered at the destination in good order.

The methods adopted to prepare the cattle for the trek are interesting. At weaning time they were taken in hand by a special outfit and herded and yarded every night for a fortnight. During the day, they were herded out onto feed and driven to water before being yarded for the night. To accustom them even to closer handling, the cattle, after yarding, were submitted to drovers' walking and riding in close proximity all night. They thus became used to men moving about them before being put on the road. It may be added that, for run cattle, they were particularly well bred and showed strong evidence of Scottish blood.

AT A BRANDING FIRE IN THE ARGENTINE

By GENE HAYWARD, JR.

A CLOUD OF ARGENTINE DUST lifted into the air, half hiding the large herd of cows and calves we were driving. Including myself, there were fourteen gauchos (cowboys) moving over a thousand head of Shorthorns along a barbed-wire fence toward the windmill and water tank where we would brand.

Occasionally a little calf would break out, followed by a hard-riding gaucho who quickly circled it back. Since it was the end of the season, only a few late calves remained unbranded.

As we neared the windmill we could see smoke rising from the branding fire. Four pastures joined at the large water tank, and, as the herd drew into the corner, half the gauchos dropped away and rode toward the wagon. There they dismounted, tied their horses to the fence, and strolled toward the fire to wait for the branding to begin.

One of the gauchos went to the wagon at one side and pulled out a number of rawhide strings about one-half inch wide and six feet long. I noticed that he counted out ten and put several extras back. Two men had started to rope, and by the time the gaucho was ready with the rawhide strings the first calf was being dragged in. The two flankers went down the rope. One lifted the calf



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"MAW ACTS YOUNG FOR HER AGE, WHATEVER IT IS"

AMERICAN CATTLE PRODUCER

into the air and dropped it hard on its side. The other took hold of both front legs and one hind leg and held them together while the gaucho with the rawhide strings tied them fast. Then they left the first calf and went to the next that was coming in. Each was tied in that manner until there were ten lying on the ground near the fire, at which time the ropers stopped.

One of them threw his leg over the front of his saddle to wait, and the other, who was foreman, got off his horse and went to the wagon where he had a box of vaccine and needles. He vaccinated each calf for blackleg and then made a record in his note book of the number of heifers and bulls done.

At the same time another gaucho did the earmarking. This ranch uses a system which only indicates the age of the animal, a notch on the left standing for three years, and one on the right standing for one year. These late calves belonged to the 1940 calf crop, and each was getting three notches in the lower edge of the left ear and one in the lower edge of the right ear, totaling ten years. The 1941 ear mark will be one notch in the right ear. In this way the year of birth of each animal can be told.

Two gauchos did the dehorning, one holding the calf while the other used a half-round chisel and mallet to cut out the small gristly bumps that had not yet formed bone, since all the calves were less than a month old. They then

painted the scars with a fly-repellent tar.

One of the men, using a large knife with an eight-inch blade which is part of the equipment of all gauchos, did the castrating. This opening was also painted with a fly-repellent tar.

Still another did the branding, using a small, sharp, single iron, with a letter only one and one-half inches wide. It seems to do a very good job, for I did not see a cow with an indistinguishable brand.

Finally the fellow who did the tying took hold of one end of the cord, holding each calf, and with a jerk let it free. He wrapped all ten cords around himself at his belt line and later pulled them loose one at a time as he used them.

Then the ropers started out again, and the same procedure was followed. They did ten at a time, until they had finished.

After I had flanked several calves and seen about thirty branded, the foreman asked if I cared to rope a few. Though I had never been very good, I was glad to have the chance to try here. I had my own rope, a thirty-five foot seven-sixteenths-inch Manilla hardtwist, which was a thing of great interest here, since these gauchos had never seen one. But at catching calves, I was no match for them, for, when I was just about near enough to start swinging, my roping partner would drop his loop over one's head at the end of sixty feet of rawhide.

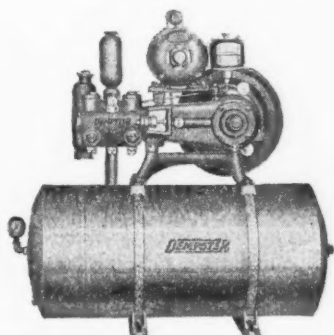
This fellow who was roping with me made a very large loop, using about twenty feet of the length, and then he held about half of the coil in his right hand to let it go with the loop. The rawhide lasso they use is sometimes made the same as a hardtwist and sometimes braided round from four, six, or eight strands. It is about one-half inch in diameter and has a steel ring in for a hondoo. Since the gaucho saddle has no horn, the end of the lasso is tied to a ring in the rigging on the right side at about the same place as the second ring in a double-rigged stock saddle.

In a short time we had branded all the late calves, and the foreman counted the herd out—596 cows and almost as many calves. "This is only a small part of our total herd," he informed me. "We run over 9,000 head of cattle here."

(The author suggests that "this incident took place on only one ranch in Argentina and is not necessarily representative of the entire country."—EDITOR.)

BRITAIN SOLE BUYER

Effective January 15 all live stock marketed in the United Kingdom must be sold to the British government. Prices at which the government will purchase the live stock at collecting centers have been announced and are reported to reflect the current high feed costs and are considerably above former top prices.

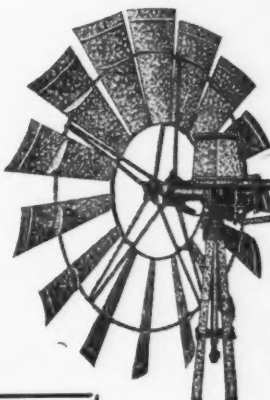


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ROUND THE RANGE

WESTERN LIVE STOCK AND RANGE CONDITIONS

THE CONDITION OF WESTERN ranges was reported on February 1 by the Denver Regional Live Stock office of the Agricultural Marketing Service as the third lowest for seventeen years of record for February 1. Cattle were in fair to good condition but had suffered from shrinkage. Losses were generally light. Sheep were weathering well, losses being light.

The Geological Survey, speaking about water supply in the country as a whole, said that climatic trends during the winter and spring months in the west central Great Plains region where there occurred the greatest annual deficiency will be most important. Precipitation in Nebraska was 69 per cent of normal, and Colorado, 65 per cent.

Stream flows in drought areas of the country in the past year were as low as 26 per cent of normal. The Red River at Fargo, North Dakota, has been running between zero and 16 second-feet since September, compared with an average of 179 second-feet between October 1, 1938, and September 30, 1939, which in itself was only 41 per cent of normal.

A brief summary of conditions by states is given below:

Arizona.—Old feed short but ample in northeast; new feed started in south but moisture needed; cattle condition good.

California.—Range and pasture conditions rose 16 points in January; ranges good in southern California and fair and gaining elsewhere; some seasonal cattle shrinkage in central and coast areas.

Colorado.—Heavy feeding; feed supplies short in areas dry in 1939; stock showed small decline in condition.

Idaho.—Spring grazing improved; short feed on some ranges; hay and feed ample in all sections; cattle condition fair to good.

Kansas (western).—Limited feed supplies being utilized to maintain stock in fair condition; snow covering was five to ten inches.

Montana.—Heavy use of hay and other feeds has been necessary; hay and feeds plentiful; shortage of stock water; stock showed some shrink.

Nebraska (western).—Supplemental feeding heavy; hay supplies ample except along western border of state; cattle lost flesh; losses light.

Nevada.—Needed moisture fell on desert ranges; winter ranges open; generally good feed; hay and other feeds ample; stock condition good.

New Mexico.—Soil moisture conditions improved; range feed conditions fairly good except in dry areas but some feeding necessary; some shrink in live stock; feed supplies ample unless winter severe.

North Dakota.—Feed supplies ample except in local areas; supplemental feeding has been necessary; some shallow wells have gone dry but only limited stock water shortage reported; stock condition good.

Oklahoma.—Range and pasture feed short; moisture poorest in many years; stock water short; heavy feeding necessary; feed supplies short and being rapidly depleted; considerable shrinkage in condition of cattle.

Oregon.—Range prospects improved; full use of short supply of range feed has been possible; large supplies of hay and other feeds; little supplemental feeding.

South Dakota (western).—Feed supplies generally ample but considerable supplemental feeding has been necessary; some shrink in condition of cattle and sheep.

Texas.—Low temperatures set some ranges back; moisture conditions favorable in northwest and west; considerable feeding necessary; cattle lost flesh.

Utah.—Winter ranges have fair to good supply feed; hay and other feeds generally ample; cattle and sheep wintering well.

Washington.—Supplemental feeding has been light, some surplus feed in some areas, sufficient in all others; ranges have short feed; stock in good condition.

Wyoming.—Considerable supplemental feeding of shipped-in concentrates has been necessary; cattle and sheep show some shrink.

BULLETINS IN BRIEF

DEMAND FOR FEED GRAINS from live-stock producers may not be so strong in 1940 as 1939, the Bureau of Agricultural Economics believes. Ratio of live-stock prices to feed prices has become unfavorable to live-stock producers in recent months, after having been generally favorable in 1938 and most of 1939. The tendency will be to curtail live-stock production and feeding during 1940, just as favorable ratios were an important factor in increasing hog production and cattle feeding during the past two years. Present indications are that the 1940 spring pig crop in most areas will be smaller than in 1939. The number of cattle going into feed-lots in the latter half of 1940 may also be reduced.

HERDING BUFFALOS

How to handle buffalo herds is told in some suggestions by William E. Drummond, old-time cow hand and ranger on the Biological Survey's Wichita Mountains Wildlife Refuge: When approaching a buffalo herd, ride slowly. The horse should be walked if possible, since this is the best way to keep the herd from running. Contrary to the tenderfoot's ideas about the Kings of the Plains, when a rider has approached

fairly close to a herd, he should stop completely. Stand very still and most of the time the buffaloes will come right up to look the riders over. If the buffaloes should start to run, a few riders should circle in front of them. By keeping them circling, the animals often can be stopped from stampeding. Drummond declares that though a buffalo often looks as though it is ready to swallow both horse and rider, there is little danger unless the buffalo is a cow with a calf. "Then it is good policy to give her air," he admits. The Survey ranger reminds young riders that no one knows what a buffalo will do, and one should govern his conduct accordingly. "This much is certain," warns Drummond, "If a buffalo bull raises his tail and starts for you, give him plenty of room." Few experienced riders have been available for the Survey's round-up work, but it is hopeful of more experienced men for the next round-up.

S. G. MOLLIN PASSES

S. G. Mollin, of San Rafael, California, brother of F. E. Mollin, secretary of the American National Live Stock Association, died on February 10 from a heart attack. He was fifty-four years of age. Quite a number of years ago he was connected with the Golconda Cattle Company, of Golconda, Nevada. He had suffered a severe heart attack last summer, from which he had apparently fully recovered. Surviving, in addition to his brother, F. E. Mollin, are his parents, Mr. and Mrs. G. A. Mollin, of Santa Rosa, California; two daughters, Elizabeth and Dorothy; another brother, Alfred, of Oakland, California; and a sister, Mrs. W. E. Samuelson, of Santa Rosa, California.

NEW LABORATORIES STUDY FATS

Search for new and extended uses for animal fats and poultry products and by-products is to be included in the initial work of the new regional laboratories for research on utilization of farm products, Secretary of Agriculture Henry A. Wallace announces. The laboratories, now being built at Wyndmoor (near Philadelphia), Pennsylvania; New Orleans, Louisiana; Peoria, Illinois; and Albany (near San Francisco), California, were established to discover and develop new uses and new and wider markets and outlets for farm commodities, primarily those in regular or seasonal surplus. The studies of animal fats will be carried on at the eastern laboratory at Wyndmoor. The poultry products researches will be carried on at the western laboratory in California.

FIVE THOUSAND BISON

There are today slightly more than 5,000 American bison in the United States and Alaska, where probably 60,000,000 roamed the ranges about 100 years ago, according to census figures of the Bureau of Biological Survey.

AMERICAN CATTLE PRODUCER

Montana leads the states, with 1,044 bison; South Dakota is second with 955; Wyoming is third, with 922; and Oklahoma, fourth, with 639. Location and ownership of the animals recorded are shown in mimeographed leaflet No. BS-148, entitled, "Status of the American Bison in the United States and Alaska, 1939," copies of which are available upon request to the Bureau of Biological Survey, Washington, D. C.

CONSERVATION DISTRICTS

More than 1,000,000 farms and ranches now are included in soil conservation districts organized throughout the nation during the past two years, according to Regional Conservator H. H. Finnell, Soil Conservation Service, Amarillo, Texas. An additional 400,000 farms are included in districts now in process of organization. On the basis of year-end reports, 217 districts covering nearly 120,000,000 acres have been formed in twenty-six states. A total of thirty-six states have enacted district laws.

PACKING INDUSTRY RANKS THIRD

The meat packing industry stands third among the United States industries, according to figures on plant value of products given in *National Provisioner*, as follows: Automobiles, bodies and parts, \$5,176,236,150; steel works and rolling mill products, \$3,330,491,150; meat packing and allied industries, \$3,320,471,231; petroleum refining, \$2,546,745,730; electrical machinery and supplies, \$1,622,098,291; bread and other bakery products, \$1,426,162,859; newspaper and periodical publishing, \$1,393,623,224; clothing, women's and children's, not elsewhere classified, \$1,319,945,765; cotton goods, \$1,227,713,471.

FEEDSTUFFS PRICES

Cottonseed cake and meal was quoted on February 21 at \$34 a ton, basis Dallas. Omaha prices on soybean oil meal February 17—41 per cent protein, \$31 to \$33; 44 per cent, \$33; linseed oil meal—fine, 37 per cent protein, \$37; pea size, \$38. Hay prices, carlot, on January 17, at Omaha, were: Alfalfa—choice leafy (fourth cutting), \$19; No. 1, \$17 to \$18; standard leafy, \$16; standard, \$15; No. 2, \$13 to \$14; No. 3, \$12 to \$12.50; upland prairie—No. 1, \$10.50 to \$11.50; No. 2, \$9.50 to \$10.50; No. 3, \$7.50 to \$8.50.

"RECORD STOCKMAN" THANKED

At this late date the American National Live Stock Association wants to express appreciation to the *Denver Record Stockman* for its co-operation in news broadcasts and dispatches about the recent Denver convention of the American National Live Stock Association. Through an oversight the name of the *Denver Record Stockman* was omitted in the association's resolution of thanks.

March, 1940

Northwest Nebraska Hereford Association 10,000 Purebred Herefords Within Our Border— 42 Members

Clean reliable seed stock at living prices for sale at all times in any numbers.
Choice herd bull material.

The Sand Hills Reign Supreme in Producing the "Beef Breed Supreme."

For the best in Herefords write us and watch for special members' sales.

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You Are Not Working Alone

WHEN selling your live stock co-operatively you are not working alone. More than 300,000 producers are now selling their live stock through twenty-one terminal marketing agencies throughout the United States.

All of these agencies are producer owned and controlled. This is a nation-wide organization and the members are working together to get the highest possible price for their grade and quality of live stock on the market.

In union there is strength.

National Live Stock Marketing Ass'n

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There Isn't a More Effective Method

*In the Marketing of Live Stock
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Efficient Service Assured at

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So. St. Joseph, Mo.	Sioux City, Ia.
Nat'l Stock Yards, Ill.	Ogden, Utah
Fort Worth, Tex.	Denver, Colo.
San Antonio, Tex.	



UTAH'S NEW BULL

Slated for a new kind of breeding job is Denver Show's 1940 champion bull, Advance Domino 3d, bred and exhibited by Fay F. DeBerard, Kremmling, Colorado. The bull's new job is to improve Utah cattle. He has been purchased with \$2,000 provided by the Salt Lake district of Sears Roebuck and Co. for Utah Cattle and Horse Growers' Association. He will go into service in Utah State college's registered Hereford herd at Logan. The bull's purchase and use is one factor in a comprehensive five-year program for betterment of Utah live stock.

PROMOTE NATURAL CASINGS

Two promotional campaigns featuring sausage in natural casings were recently announced by the meat-packing industry. The results, says the Institute of American Meat Packers, should be helpful to all elements of the meat industry. The pork end of the meat business will benefit particularly, however, inasmuch as one of the promotions will feature pork sausage links. The other will feature liver sausage.

FOREST FIRE COMPACTS

All but seven of the states now have forest fire prevention agreements with the Department of Agriculture. Colorado was the forty-first to sign up. Under the agreements, the federal government matches state expense for fire protection to the degree that the funds available permit. In 1938 the federal contribution was about \$2,000,000 and the total by the states about \$7,000,000.



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PROTECTING AGAINST DEER

The Supreme Court of Montana is considering a case in which C. R. Rathbone, rancher, killed a deer out of season to defend his property. Considerable interest has been generated in the case, and probably all Montana land owners are interested in its outcome; for the decision will no doubt definitely set forth whether or not a land owner can at all times defend his lands against trespass and damage by game animals.

CORN PICKING MACHINES

About 70,000 mechanical corn pickers were available for use in the cornfields this season, the Bureau of Agricultural Economics estimates. This compares with fewer than 10,000 on farms in 1920. Last year about 43 per cent of the corn acreage in Illinois was harvested by mechanical pickers and about 35 per cent in Iowa and Minnesota. Estimates for other states run from 22 to 1 per cent, with ten of forty states reporting no records of mechanical pickers. The bureau estimates that the one-row picker results in a saving of at least one-third the labor involved in the corn harvest, and the two-row picker cuts the labor requirement in half. The pickers last year covered about 13 per cent of the total acreage but gathered about 20 per cent of the crop.

KENTUCKY'S BULLS

Sixty-five per cent of the bulls in use in Kentucky are of pure breeding, according to Wayland Rhoads, of the University of Kentucky. Writing in the "Extension Animal Husbandman," he says that in 1919 only about 15 per cent of the beef bulls were of pure breeding. The following year, when the "better sires, better stock" movement instituted by the Department of Agriculture took hold, the figure went to 20 per cent. In 1926 all the farmers of Union County were prevailed upon to use purebred bulls, and the county became the first in the country to attain that distinction. Later on, more counties accomplished the same feat, with the result that 65 per cent of the state's beef bulls are now purebreds.

COURSE OF BEEF PRICES

Twenty months of government figures show decided tendency of retail prices to remain steady under fluctuations in live animal and wholesale prices. The latter move more readily with live animal

prices. Comparison of November, 1938, January, 1939, and June, 1939, prices (in the accompanying tabulation shows that live choice steers dropped \$1.67 from November, 1938, to June, 1939; wholesale choice beef dropped \$1.14; choice retail beef dropped 79 cents. Medium steers, however, gained 22 cents; medium beef, 96 cents; and medium retail beef, 5 cents. Figures for June, 1939, and October, 1939 (also given in the table) show good steers selling in Chicago in October for 31 cents more than in June. But good steer beef sold in New York for 35 cents less in October than in June, and retail prices decreased 4 cents. Medium steers were up 3 cents, medium beef down 76 cents, and medium retail beef, 17 cents. Choice steers advanced 5 cents but the wholesale price fell 1 cent while the retail rose 21 cents.

ELECTRIC LINE COSTS

Rural Electrification Administration engineers are constructing electric lines into rural areas at an average cost of about \$900 per mile. These costs, prior to the REA, ran from \$1,500 to \$2,000 a mile because the utility companies were using for rural lines the heavy construction used in city and suburban areas. Several Texas projects have been built recently at a cost of about \$500 a mile. Durability of the lighter construction used was demonstrated when a series of destructive tornadoes struck southern Minnesota. At Anoka, near Minneapolis, although the substation was destroyed, practically no line was destroyed. West of Anoka, in the same week, greater damage was inflicted on lines of a utility than on REA lines in the same territory.

BUGGY DAYS

While the horse and buggy days, broadly speaking, are now only a memory, buggy whips valued at \$500,000 were made in the United States last year. Most of these whips were sold to farmers for stock driving purposes and to men engaged in horse racing.

PIGSKIN FOR GERMAN SHOES

The American vice-consul at Dresden, Germany, in a recent report to the Commerce Bureau said that because of shortage of raw materials pigskin leather is being substituted for calf and goat skin leather to an increasing extent in Germany in manufacture of shoes.

LIVE, WHOLESALE, AND RETAIL MEAT PRICES

	Live Animals			Wholesale Meat Prices			Composite Retail Prices		
	Chicago Steers			New York Steers			New York		
	Choice	Good	Medium	Choice	Good	Medium	Choice	Good	Medium
Nov. 1938.....	\$12.06	\$10.11	\$8.31	\$17.86	\$15.96	\$13.76	\$34.55	\$29.68	\$24.92
Jan. 1939.....	12.38	10.50	8.47	18.49	16.75	14.88	34.54	29.68	25.57
June 1939.....	10.39	9.35	8.53	16.72	15.70	14.72	33.76	29.75	24.97
Oct. 1939.....	10.44	9.66	8.56	16.71	15.35	13.96	33.97	29.71	24.80

HOW LONG TO GET RETURN FOR OUTLAY ON COW RANCH

IF YOU BORROW \$100 TO BUY A cow and a place to run her, how long will it take to pay back the \$100? This question appeared in the weekly letter of the Arizona Cattle Growers' Association recently, and a hypothetical answer was submitted by Dan C. McKinney. Mr. McKinney wrote:

"For the fun of it, I am going to submit an answer. Bear in mind it is just an answer, not the answer; for that is something that depends upon the conditions, circumstances, and individuals involved in each individual case. The following figures are simply estimates based upon a hypothetical case involving a herd of 400 cows operated on a range capable of supporting them without supplemental feeding, with a total capital investment of \$100 per cow. These figures deserve no more consideration than as an illustration and a possible basis for comparison for those who care to examine the question in the light of their own individual circumstances. In view of the illustrative nature of these figures, I am not breaking them down in great detail. Further, some outfits may have items to consider which are not included here and some will have items to substitute in lieu of those listed below.

"As you ask how long it will take the cow to pay back or return the capital investment, I am considering only the cow, making no allowance for contributions or subsidies from other sources and trying to eliminate spectacular fluctuations in values which, if considered, could act to assist the cow in returning the capital investment or in prolonging her efforts into eternity or stopping them altogether.

Cost of range and live stock per cow unit.....	\$100
Taxes, forest fee leases.....	\$1.43
Labor and commissary.....	3.50
Misc., horseshoes, salt, vaccine	50
Inspection, weighing.....	.11
Bull service.....	.62
Horse cost.....	.10
Transportation.....	.12
Association dues.....	.02
Interest at 5 per cent on entire capital.....	5.00

\$11.40

Income per cow based on per cow production (75 per cent of 1 calf at \$20.....)	\$ 15
Annual profit per cow (net).....	\$ 3.60

"The foregoing makes no special allowance for death loss and age depreciation. To offset this, however, no deductions are made from the calf crop to allow for replacements, figuring that the \$20 average calf value will allow for death loss and replacements when cow sales are averaged at calf values.

"It is evident that on this basis it takes the cow just about twenty-eight years to do the job. As intimated above, whether it takes a longer period or a shorter time than this will depend upon the individual range, market, and operating conditions and who the cow has as a partner and manager in her business, and how long the patience of the banker holds out. If this as an answer is too far off, let's see some others.

SNOW-MELT DATE GAUGES MOUNTAIN GRAZING SEASON

BY OBSERVATION OF THE LATE snow melt on mountain sides, reasonably accurate estimates can be made as to when forage plants on high summer ranges will be ready for grazing.

Investigations in Utah, made by David F. Costello and Raymond Price, of the Forest Service, show that a combination study of plant growth and weather information makes it possible to predict future growth stages of important forage plants as far ahead as three months in advance of the opening of the grazing season. Their findings are reported in a technical bulletin issued recently by the Department of Agriculture. Results of the study, while confined to Utah, are considered a reliable base for determining grazing period openings in similar regions characterized by a permanent winter snow and a definite summer growing season.

"Active growth of forage plants in the spring starts immediately after winter snow melts," say Costello and Price. "The progress of the entire growing season was found to be related closely to the snow-melt date. Seasons which begin early, late, or normal, depending upon the date of snow melt, tend to remain so throughout the growing period."

The scientists stress the importance of basing the opening date for grazing on the growth and development of important key forage species such as Letterman needlegrass, mountain brome, and slender wheatgrass.

Instead of using an average opening date, Costello and Price recommend that the opening date for grazing be varied according to the yearly growth of the important forage plants. By referring to the time of snow melt, the date of range readiness can be forecast in ample time for both the live-stock operator and the range administrator to adjust their plans to the approaching growing season. As the dates of seed maturity can also be forecast, the range administrator can therefore set up grazing dates for the entire season, including dates for deferred grazing, before the grazing season opens.

Plant development on intermountain ranges is further influenced by altitude. For each 1,000-foot increase in elevation, for example, plant development in the Ephraim Canyon area in Utah is delayed from ten to fourteen days, but, once it starts, plant growth is said to be more rapid at higher elevations than at lower points.

The new technical bulletin 686, "Weather and Plant-Development Data as Determinants of Grazing Periods on Mountain Range," may be obtained from the Superintendent of Documents, Washington, D. C., for ten cents.

Railroads began to carry letter mail about 1832.

LETTERS

LAST LINE OF DEFENSE

WHEN I READ THE "PRODUCER" I am moved to commend the sound and clear thinking of the men who write the articles. Individualists they have been called, and they represent the last line of defense of our form of government. I am proud to have been numbered in such a group.

My neighbor, Mrs. Charles M. O'Donel, widow of Captain O'Donel, of the Bell Ranch, also reads the PRODUCER, and we talk about the old days.

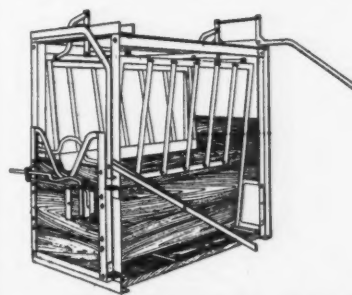
The cattle business has had many notable men among its leaders, and I have had the good fortune to know a few: Luke Brite, the men of the WHR Ranch, Dan Casement, the Boice brothers of the CC ranches, and others whom I have grown to admire. Cattlemen are planning for the future, as is shown by the improvement in stock and the scientific development of the industry.

It is encouraging to see that the prediction of cattlemen has come true, in that much of the country that land speculators induced easterners to try dry farming on has been returned to grazing—a sufficient proof that the cattlemen should have been listened to in the first place.

At the signing of the Constitution, Benjamin Franklin, addressing General Washington, the presiding officer, said:

"In these sentiments, sir, I agree to this Constitution with all its faults, if they are such, because I think a general government necessary for us, and there is no form of government but what may be a blessing to the people if well admin-

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A complete, modern chute for branding, vaccinating, dehorning, horn-branding, horn-weighting, blood-testing.

World's Best Cattle Machine
Portable Convenient

With sling and roller attachments. The perfect stocks for foot trimming, veterinary work, etc.

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Eagle Nest, New Mexico

istered; and believe further that this is likely to be well administered for a course of years and can only end in despotism, as other forms have done before it, when the people shall become so corrupt as to need despotic government, being incapable of any other."

Memorable words from a profound philosopher.

This is the Magna Charta of the association—a united group with a purpose to carry on man's oldest industry.

WM. M. THOMPSON, M.D.
La Jolla, Cal.

TROUBLES TURNING AROUND

To date, February 20, we have had very little winter—about four inches of snow at present. A lot of moisture will be needed in the spring, as the ground is drier here this winter than in 1934 or 1936. It seems to me the stockman's troubles are turning around. It used to be wintering. Now it is summering.

Since the drought of 1934 and 1936, there have been some sheep showing up in this part, but the cow population is far less than half of what it used to be.—WM. R. SUMER, Miles City, Mont.

RANGE DRY

Range is very dry in this section of the sand hills of Wheeler County. We had no moisture all fall until December 22, when we got our first snow—ten or twelve inches. It still covers the range. Most big outfits have plenty of feed. Some smaller ones are getting short. All stock is in good shape. Weather is warming up after the severe cold.—H. C. MIGNERY, Elgin, Neb.

UNUSUALLY COLD

It has been unusually cold, with considerable snow for past thirty days.

Cattle here are being taken good care of, due to ample grass and roughage. No trading is going on. Steady asking prices from those who care to sell. We do not look for much spring movement from here. Most cattle will summer where they are now located.—FRANK J. SHALLER, Hemphill County, Tex.

VERY DRY

Plenty of roughage exists. Corn east of Sioux Falls is good, nine miles west it is fair, farther west there is none. Cattle are in good condition. No snow as yet. It is very dry. We must have rain for all crops in spring. There is no moisture in subsoil. Corn is selling at 50 cents a bushel.—ROBERT J. FEJFAR, Minnehaha County, S. D.

WINTERED WELL

My cattle have wintered well so far, despite the extreme cold weather, and there has been no loss. I have had ample feed. I am feeding cotton cake to all my cattle.—CHAS. METZ, Omaha, Neb.

PLENTY FEED

We are having a very mild winter. Very little snow in high mountains. Cattle are wintering well. There is plenty of feed.—EUGENE SELBY, Horse Creek, Cal.

LOTS OF RAIN

We are having lots of rain out this way. Grass is growing good. Prospects for a good year ahead.—R. P. STRATHEARN, Moorpark, Cal.

ABUNDANT RAIN

After a long, dry, hard fall we had an abundance of rain, which started New Year's. The grass is coming along fine after an open winter. No snow and no frost as yet. With a few showers, we should have a good grass season. Most all cattle are in fine shape in my section, which is in western Merced County, California.—PETER J. STORM.

NO LOSSES

We are having a good winter so far—snow on the mountains and good rains in the foothills. Grass has a good start. Everyone has plenty of hay. Cattle are coming through the winter in fine shape, with no losses.—J. and P. B. MCGARVA, Modoc County, Cal.

BUILDING UP

Cattle numbers are being slowly built up after the big decline during recent drought years. Most ranchers have a large supply of feed.—W. D. LIND, Phillips County, Mont.

"WHERE TO BUY" ADVERTISING DEPARTMENT

Twenty-five cents a line, except display space. Normally seven words to a line. Display rates on request. Forms close 15th. Send copy to 515 Cooper Building, Denver, Colorado.

STEER HORNS FOR SALE. SEVEN FEET
spread. Polished and mounted.
Lee Bertillion, Mineola, Texas

HARDY re-cleaned ALFALFA SEED, \$10.90; Grimm Alfalfa, \$12.10; Sweet Clover, \$3.50; Red Clover, \$10.50. All 60-lb. bushel, track, Concordia, Kansas. Return seed if not satisfied. Geo. Bowman, Concordia, Kansas.

When you want a price on a CARLOT of
COTTONSEED CAKE OR PELLETS
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Delivered your station. Wire, phone
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Furnish me with full lists and information on available farms in states which I have checked below.

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3,000 ACRE IOWA RANCH; 640 A. PLOW
land; 1,000 a. bluegrass; 1,200 a. in heavy timber; good buildings. Price \$35 per acre.
W. S. Blair, 3402 California, Omaha, Neb.

RANCHES, large or small, for sale, exchange, or lease, in Texas, New Mexico, Arizona, Wyoming, Montana, California, Canada, Central and South America, Africa, and islands of the sea. J. D. FREEMAN, Gunter Building, San Antonio, Texas.

BUFFALO \$25.00

A limited number of large tanned buffalo hides for sale. All hides have the finest tan and coloring, making ideal rugs for the den or cabin. One hide will make one robe or may be made into a coat.

Price \$25.00, Canadian money, f.o.b. Calgary. (Send \$22.75 U. S. funds.) We are informed U. S. duty is 10%.

While supply lasts, send your order to
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